



**Library
of the
University of Toronto**

CANADIAN HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JULY 4, 1896

No. 27



MAGNOLIA METAL

In use by ...

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York



CANADA.

YOU KNOW THIS BRAND

Everybody in the Hardware and Metal Trades does. It is found on about three-fourths of the Galvanized Iron sold in Canada.

Why? Because after years of experience practical men have found it the most reliable make at a moderate price.

There are LOWER-PRICED brands than

"QUEEN'S HEAD"

but there are none CHEAPER.

Largest Manufacturers under the British Flag

WHAT WE HAVE:

Castings of superb finish and exceptional quality, combined with heating power, well defined outlines, together with a perfect pipe-threaded connection between every section, vigorously supplemented with the best mechanical skill.

"Safford" "Standard" Radiators

are at all times the cheapest and most perfect Radiators in the world.

MADE ONLY BY

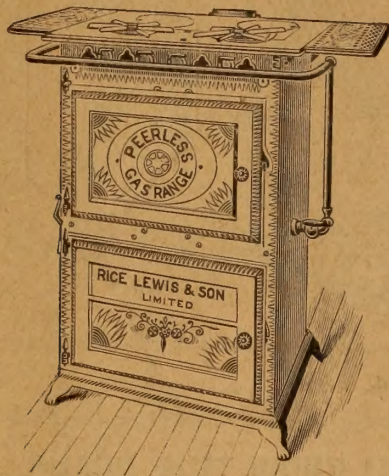
THE

TORONTO RADIATOR MFG. CO., Limited

.. Toronto, Ont.



To the Trade



Gas.... Stoves

Write us for Price List and Discounts.

RICE LEWIS & SON

(LIMITED)

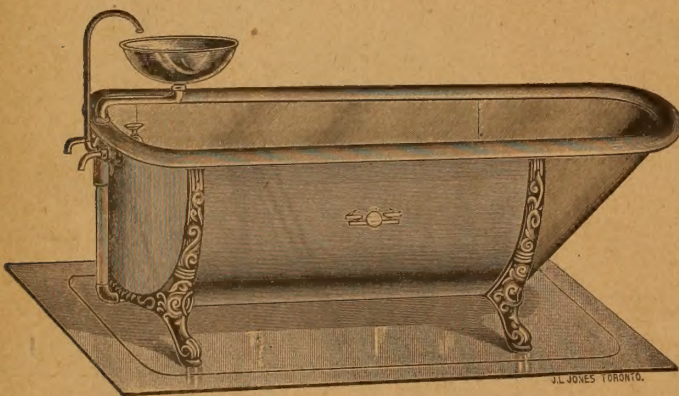
Cor. King and Victoria Streets.

TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

FALL GOODS



Galvanized
and
Japanned

Coal Hods

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JULY 4, 1896

No. 27

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE NEW GOVERNMENT'S MINING POLICY.

THE TORONTO GLOBE has had a couple of interesting articles on the subject of mining within the past week, in which was urged the establishing of a mining bureau in London, England, for the purpose of disseminating information regarding the mineral resources of Canada.

These articles are significant, intimating, as they do, that we may expect a vigorous mining policy from the incoming Government.

The country stands in need of a vigorous mining policy. True, the development of our mines has not been at a standstill, but that development has not been as rapid as it might or should have been.

No country in the world has richer or more diversified mineral resources than Canada. We have coal, iron, copper, gold, nickel, silver, lead, mica, and numerous other metals in unlimited quantities. But not one of these is being developed to within a fraction of its possibilities.

The coal area of Canada is something like 95,000,000 square miles. And within that area are comprised anthracite, bituminous and lignite coals. But our output last year aggregated only 3,512,504 tons, against 193,000,000 tons in the United States. In other words, while the United States produced

over 2½ tons per head of population, we in Canada only produced a little more than three-fifths of one ton per head.

Gold last year jumped from fifth into second place in point of value of metals produced, the value of the gold output being \$1,910,921 against \$954,451 in 1894. While an increase of over 100 per cent. is most gratifying, yet, in spite of this large increase, the fact that the output is so very small compared with what it should be, dissatisfies us. The output of gold in the United States last year was valued at \$46,830,200.

Next to gold our largest output last year in value was in nickel, which was valued at \$1,360,984. This is a metal we produced more of than did the United States. That country did not produce a dollar's worth, simply because it has no nickel mines, or at least none that are worth working.

The value of the silver produced in Canada last year was 183 per cent. larger than in 1894, the figures for the two years being \$1,158,633 and \$409,239 respectively.

Copper in value ranked fourth last year, with \$949,229 worth, against \$805,760 worth in 1894, an increase of about 17¾ per cent.

Of lead we produced \$749,966 worth, an increase of 298 per cent. compared with the previous year.

Iron ore only amounted to \$238,070 worth, but it was better than the year before by nearly 5 per cent.

While the increase in our production of metals last year was certainly gratifying, an idea of how much room there is for expansion is gathered when we think of the vastness of our resources and compare what we produce with that which other countries turn out.

Subjoined we give a table showing the value of the principal metals produced in Canada, and the United States in 1895, and in the United Kingdom in 1894:

	Canada.	United States.	United Kingdom.
Coal	\$7,774,178	\$197,769,943	\$313,000,000
Copper...	949,229	36,944,888	97,000,000
Gold	1,910,921	46,830,200	74,000,000
Iron Ore	238,070	29,662,500	15,000,000
Lead....	749,966	10,132,768	1,300,000
Nickel ..	1,360,984	.....	.....
Silver....	1,158,633	30,254,296	165,000,000

The total value of the minerals produced last year in the three countries in question was as follows: Canada, \$22,500,000; United States, \$673,881,505; United Kingdom, \$389,000,000. In other words, approximately speaking, Canada produces about \$5 of minerals per head of the population, while the United States and the United Kingdom each produces over \$9 worth per head.

By all means let the Canadian Government establish a mining bureau in London. What this country needs is a vigorous mining policy and capital to develop our resources. The Government can create the one and the moneyed men of the United Kingdom the other. If a knowledge of the vastness and richness of Canada's mining resources is properly placed before the capitalists in the Mother Land, capital must in time be forthcoming.

A TARIFF COMMISSION.

NO changes will be made in the tariff either during the ensuing session of Parliament or this year.

This was officially announced in The Toronto Globe of Thursday.

The decision of the new Government not to immediately undertake the work of revision is commendable. Whatever may be the differences of opinion obtaining as to the wisdom or unwisdom of an immediate change in the tariff in so far as it may bear on the business interests of the country, one thing must be conceded: A hurriedly revised tariff would be a most dangerous thing.

A tariff cannot be changed as quickly as a man would his coat or his opinions. What politicians say on the stump are not likely

to be what business men would say in conference. And it must be business men who must be consulted in this matter and not theoretical politicians. It is they who must diagnose the case, and say what is best to be done.

In the article in which *The Globe* announced that no change would be made in the tariff until early next year, it was also intimated that an inquiry regarding the tariff and its bearing upon the business interests of the country would be instituted by the Government. This is proper; but nothing is said as to what mode of procedure is to be adopted in making this inquiry.

The enquiry that was carried on just prior to the last revision of the Canadian tariff was a farce in the strictest sense of term. It was a farce the way in which the enquiry was made, and it was a farce the way in which the tariff was dealt with when Parliament began the actual tinkering upon it.

Although the law which was the resultant may not wisely be taken as a precedent, yet the method which was employed to collect the views of the business interests of the United States prior to the adoption of the McKinley tariff has established a precedent which the new Government might follow in spirit if not in letter. The method in question was the deputing of certain men to hear the testimony of all classes interested in the tariff as to what should or what should not be done. The testimony thus given was in public and was duly reported in the newspapers.

Some such method might be employed by the Laurier Government. And **HARDWARE AND METAL** would suggest that a commission representing manufacturers, merchants, farmers and the working classes be appointed to take evidence between now and the beginning of next year. The sittings of this commission should be open to the public, and testimony should be courted from all classes and conditions of society: from the employer and the employe, from the farmer and the consumer. The report submitted by this commission should form the basis of the proposed revision. The Government need not necessarily follow the report in all its details. All that would be demanded is that it follow it in principle.

TO REMOVE PAINT OR VARNISH.

The following recipe for removing old paint or varnish is from *The Beyerische Gewerbezeitung*, a German publication: Two parts of ammonia are shaken up with one part of spirits of turpentine, forming a permanent emulsion, which is applied to the paint to be removed. In a few minutes, it is stated, the paint will be so softened that it can be scraped or rubbed away.

SENTIMENT VS. TRADE.

THE more detailed the information is that reaches us regarding the proceedings of the recent conference in London of the Chambers of Commerce of the Empire the more evident does it become that whatever arrangements may be eventually reached for closer trade relations between the Mother Land and her colonies, they are likely to be based nearly altogether on business principles.

No matter how much such men as Chamberlain, the Secretary of State, may be influenced by sentiment, it is obvious that very little of that element reposes in the breasts of the merchants and manufacturers of the great commercial centres in England.

They undoubtedly desire to see the Empire expanded and its permanency established, but they evidently wax hot or cold just in proportion as it promises to develop or menace their foreign trade. In other words, ensure to them the quid pro quo in the shape of dollars and cents and preferential trade is accorded. The colonies are no doubt also influenced by the dollars and cents aspect in their desire to obtain preferential trade, only perhaps the ratio between the financial and the sentimental part of the question is probably not so great.

We are not blaming the English mercantile and manufacturing classes for looking at the question so strongly from the financial standpoint. The very character of England's trade makes it quite excusable that the business men of the country should weigh well the possibilities that such a gigantic scheme as preferential trade with the colonies would entail.

But over-much care for dollars and cents means sordidness, and sordidness is lamentable in a nation as well as in an individual.

Great Britain's total imports last year aggregated £416,687,630, of which £321,493,630 were from foreign countries and £95,194,000 from the colonies and India. Turning to the exports we find that £156,084,174 worth went to foreign countries and £70,085,000 to the colonies and India. The tale these figures tell is that Great Britain buys of her colonies less than 23 per cent. of her total, and sells to them about 31 per cent. of her total outside sales.

It is not surprising, in the face of these figures, that the British mercantile classes, as represented at the Congress of the Chambers of Commerce of the Empire, should fail to wax warm over the idea of preferential trade the moment its details begin to be discussed.

But it must be remembered that where there is no sentiment there cannot be nationality, for sentiment is the basis of national as well as home life. Sentiment is to-day

the strongest tie that holds Canada and the other British colonies, to the Mother Land. But the sentiment appears to be stronger with the children than with the parent. While this is so, however, it may not be always so. The day that the child realizes that the parent lacks interest in it, that day do its affections begin to wane.

The colonies are willing to sacrifice something in payment for preferential trade. So should the Mother Land. We do not assert that the colonies are willing to sacrifice as much as they might or should in furtherance of the matter. We are told by one British trade journal that there was an irreconcilable feeling among the delegates at the convention, the colonists on one side standing firmly to their protectionist tenets, and the British delegates on the other pinning their faith to free trade. It is evident, therefore, that before we can hope for preferential trade a great deal of missionary work will be necessary among the colonists as well as the parent nation.

We hear a great deal of talk about the sacrifices that would be entailed by Great Britain in according the colonies preferential trade, but very little regarding the sacrifices which the colonies would have to make.

The duties they levy on imports are for revenue as well as for protective purposes. This is particularly true of Canada and Australasia. Now it follows, of course, that any preferential rates accorded British goods mean, on the one hand, a loss of revenue from that source; and furthermore, there will be a tendency to a decrease in the imports from foreign countries in the particular goods affected by the arrangement with Great Britain.

Great Britain, on the other hand, would lose nothing from a revenue point of view. The wheat, the sugar, the meats, etc., which that country would be asked to admit free, when from the colonies, are free now. Consequently, with a tax imposed against these products when from a foreign country, her exchequer would be augmented rather than decreased.

Great Britain to-day raises through the Customs £20,756,000, or a little less than 30 per cent. of her total revenue from all sources. The colonies (Australasia, Canada, South Africa) raise about 31 per cent. of their revenue through the medium of the Customs. Taking Canada alone, 42 per cent. of her revenue is derived from the Customs. It follows, in the light of these figures, that the colonies stand to do some sacrificing in the event of preferential trade being realized within the Empire.

But the question is, would there in the long run be sacrificing on the part of any of the parties to the preferential agreement? Those on both sides of the Atlantic who

favor the idea claim that in the end it will redound to the advantage of all concerned—the Mother Land as well as the colonies.

The difficulty in the way of the consummation of the preferential idea is the creation of machinery which will not only put it into operation but keep it working without friction. It is a delicate but not an impossible undertaking.

MR. PATERSON AND THE CABINET.

It is more or less of a solace to know that the man who defeated Mr. W. Paterson, of Brant, was a business man; but it does not follow therefore that there is no need of Mr. Paterson's presence in the House.

Mr. Paterson can afford to be out of the House better than the country can afford to be without his presence there.

He is a type of business man that we already have too few of in Parliament: He has had wide experience in Parliamentary matters, but has what is still better: a practical and extensive experience in affairs of every-day business life. He is therefore what may be termed doubly fitted for assisting in the work of ruling the country.

A seat for him should not only be secured in the House, but a place in the Cabinet as head of one of the chief business departments of the Government should be provided him.

One thing is certain: it will be a distinct loss to the country if William Paterson, of Brantford, is not a member of the new Cabinet.

Canada has arrived at an epoch in her history when she requires all the business material she can get for the work of Cabinet constructing. It is because of its absence in the past that the actual business interests of the country have not received the attention they should, and it is to be hoped that Mr. Laurier will profit by the mistakes of his predecessors.

AMERICAN WIRE SALES.

There has been a considerable quantity of American wire, both galvanized and plain, laid down in Montreal and the east during the past few weeks.

Since navigation opened a good deal of this has been brought from Pittsburg, Penn., in barges by way of the Hudson, Lake Champlain, the Chambly canal, and the Richelieu. Two or three cargoes were laid down quite recently which came by this route.

Sales agents in Montreal state that all the business represents old contracts, and that as prices are at present at primary markets it would be difficult for them to compete successfully with the Canadian mills.

DROPS FROM THE EDITOR'S PEN.

Advertise as if you meant business.

A day on the water fits the merchant for ten in the store.

Good tackle is required to catch trade as well as to catch fish.

Diligence saves a man from ruin and his friends from humiliation.

Be honest if you would be respected; be persevering if you would be rich.

Brains cannot be bought with money, but they can be cultivated with industry.

The store from which Push takes its departure is soon occupied by the sheriff.

An invaluable supplementary to his bank account is a merchant's good character.

Change your window display as often as possible, but always have a cynosure there.

A cool head is more necessary in the business race than it even is in the foot race.

To have a poor memory may be a good thing sometimes, but it is a bad thing as a rule.

With diligence pursue thy avocation, and despair not: thou wilt catch up with success some day.

Have a hobby by all means, but keep it in check. Kill it rather than it should ride over people.

And wherewithal shall a young clerk improve his ways but by giving heed to methods that are business-like?

Trees whose rapidity of growth is at the expense of their roots lie prostrate after a storm. It is the same after a commercial storm with a merchant who has been branching out over-much.

There does not appear to be much of a silver lining to the silver cloud that is hanging over the United States.

Do not offend a customer if you can help it, but if you cannot help it the offence is not yours; it is the customer's.

Many a man dies a Nobody because he had not the patience to stick at one thing long enough to be a Somebody.

A clerk deteriorates in value the moment he conceives the idea that without him his

employer's business would lack life. All the good clerks are not in one store any more than is all the good fruit on one tree.

Be open to advice. But if you accept everyone's advice a grave will soon be open to receive your business career.

Men who would succeed in business should possess the faculty for organization as well as the ambition to be merchants.

It is not within the power of every man to leave behind him much gold, but it is within his power to leave a golden record.

He who desires to reach Point Success will have to keep along the middle of the King's highway of sound business methods.

A strong will is much to be desired, but he who will not discreetly bend his will to that of others cannot boast of having a very desirable will.

The thief of time, procrastination, can only be kept from doing harm by being continually knocked on the head with the club of immediate action.

A merchant can no more successfully manage his business and do all the drudgery than can a mariner walk the bridge and sweat in the stokehole.

Do not spend your time thinking what the new Government proposes to do, but spend it in devising and putting into operation schemes that you can do.

Misconception is the root of many troubles; all of which goes to show how necessary it is that one should become seized of the facts before he either speaks or acts.

A contemporary says it is hard to save money these days. Of course it is. But it always was and always will be. Saved money is the resultant from sacrifice.

Keep limbs and brain active in the store, but see to it that the tongue does not wag over-much. The tongue is a small thing, but it is an adept at driving customers from the store.

There is one advantage the small retailer can have over the large departmental store man, if he choose to exercise it: He can get a personal acquaintanceship with his customer. And it is no small advantage either.

When a man has started on the right road to business success he should not allow himself to be driven from it by the unrighteous methods of men, who, while they are in business, are on the road that leads out of it.

SMALL PROFIT IN TIRES.

A LARGE rubber manufacturer, speaking of the tire trade, said to a Cycling Life reporter that the bottom had already been knocked out of it. At first glance, he said, it looks as if the cheaper forms of tires could be made at such a low cost that even the present lowest wholesale prices would make big profits possible; consequently there have been, of late, a good many accessions to the tire trade from the ranks of the rubber manufacturers, who seem to think that the manufacture of a pneumatic tire is a very simple thing. It doesn't take long to open their eyes, however, and they soon find that, notwithstanding their years of experience in the manufacture of rubber, the making of a tire presents many problems that are new to them, and the solving of these problems takes time and money. It is after the tire is made that the real trouble begins. It cannot be sold like boots and belting and gaskets. A reputation must be made for it, and its name be familiar in everyone's ear. And what a lot of money that means in advertising, in giving away hundreds of tires, in the hire of racing men or the score or more of ways in which publicity is gained. And then the tiremaker, having overcome these preliminary details, sits down, and after balancing his books, pats himself on the back and dreams of affluence, only to discover a contingent liability in the shape of his guarantee, which looms bigger and bigger as the season advances, until what he has looked upon as merely formal concession to an established practice of the trade threatens to consume all his profits and bite a big chunk out of his capital. The cost of a guarantee has swamped many a little tire maker and is likely to drive some of the bigger ones out of the trade. Then this authority summed up the case very specifically by giving it as his opinion that at the present market rates for raw materials, pneumatic tires of the simplest form known could not be sold profitably at one cent less than \$6 per pair.

CORROSION IN STEEL SHIPS.

English shipping journals are discussing more than ever, just now, the question of deterioration which is taking place in ships built of steel. Managers of vessels are becoming so alarmed that they are now specifying a large portion of the work to be of iron, such as the upper decks, floors, tank tops, etc.,. Some of the manufacturers of steel have been making experiments to determine whether it is really the case that steel corrodes more quickly than iron. In one case experiments were carried out by means of plates of various thicknesses being exposed in both fresh and salt water for periods from one month

up to a couple of years, with the result that the steel plates exposed for a period up to six months corroded much faster than the iron ones, but after that the advantage lay with the steel, those exposed for two years being in a much better condition than the iron ones. It is claimed also that ships built of steel within the last few years do not show the same inclination to corrode, from the fact that the manufacture of steel is better understood. None of the associations of naval architects have given this subject serious attention, although it would seem that there is room for careful research regarding it.

LAMP AND OIL STOVE SALE.

It would not be a bad idea to make one more good effort to clear off our remaining stock of lamps and oil stoves before finally putting them away to make room for more seasonable goods, especially if our stock on hand is rather larger in proportion than usual, and this year there is likely to be a good surplus on account of the mildness of the weather, says a writer in Hardwareman. A suggestion, which could practically be put into practice, will, perhaps, not be out of place for furthering the sale of this overstock. Why not have a lamp and oil stove sale. It might bring good results which would not otherwise fall in our way. The first thing to do is to well boom our sale, let our advertisements in the local papers be full of the benefits we are offering; our windows could be cleared and set out with displays of oil stoves and lamps, marked with sale prices in good bold characters, according to the reduction we have decided upon. It would also be an extra inducement to the bargain hunters if we should give away a lamp shade with the lamps, according to the price of the article, a paper one with the cheap and, perhaps, a silk one with the better quality. We could present with the oil stoves a pair of lamp scissors or an oil filler. The effect is worth while trying.

MINUTE WORKMANSHIP.

In the twentieth year of Queen Elizabeth, says an English exchange, a blacksmith named Mark Scaliot made a lock consisting of eleven pieces of iron, steel and brass, all of which, together with the key to it, weighed but one grain of gold. He also made a chain of gold, consisting of forty-three links, and having fastened this to the before-mentioned lock and key, he put the chain round about the neck of a flea, which drew them all with ease. All these together, chain and flea, weighed only one grain and a half.

Oswaldus Northingerus, who was more famous even than Scaliot for his minute contrivances, is said to have made 1,600

dishes of turned ivory, all perfect and complete in every part, yet so small, thin and slender, that all of them were included at once in a cup turned out of a peppercorn of the common size.

U. S. TIN PLATE INDUSTRY.

The U. S. Bureau of Industrial Statistics has completed a report on the tin plate industry in Pennsylvania. It will show that there are eleven plants in the State turning out what is known as black plates, and nineteen that buy the black plates and finish them by dipping or coating them with tin. All but two of the black plate manufactories—one in Philadelphia and the other in Harrisburg—are located in Pittsburg and other parts of western Pennsylvania. Pennsylvania has one-third of the black plate manufactories in America and over fifty per cent. of their entire capacity. The concern at Newcastle is the largest, in the world, the annual output being 750,000 boxes.

The report will contain a description of tin plate making in America by John Jarrett, an authority on the subject. Last year there was turned out in Pennsylvania a total product of finished tin and tin plate of 104,376,366 pounds, the aggregate value of which was \$4,237,819.42. The total amount paid in wages was \$1,349,618.90. The report states in refutation of the claim that a high tariff on tin plate would make the price of tin so high that the consumer could not afford to buy it, that tin plate and the articles made therefrom are selling to-day for less money than when the McKinley law went into effect.

HE BUYS MODERATELY.

Retail merchants who are most successful buy frequently in moderate quantities, keep their stocks thoroughly well assorted, and have what people want when they ask for it. No other one thing contributes so much to the success of a retail ironmonger as this. If you keep a large stock of old-fashioned out-of-date goods, you will frighten many customers away. The best buyers will go where the newest and latest articles are to be found, just as you may see them any afternoon outside of the leading drapers' or milliners'.—Ironmongery.



PRATT & LAMBERT'S

VARNISHES

Do their work
well—they're
made that way.

In Canada by
The Cottingham Varnish Co.
Limited Montreal

In America
Pratt & Lambert
Chicago
New York

"JUST GRAND"

Mr. R. J. McConnell, of Wooler, in remitting to cover a bill of The Sherwin-Williams Special Floor Paints, wrote us as follows:

"I am much pleased with your Floor Paints. They are just grand—dry quick and give a good gloss to floor."

It's certainly very gratifying to us to find our goods so well appreciated. It's encouraging, and proves to us we made no mistake in putting on this market such a fine quality of paints as The Sherwin-Williams Paints.

Our Floor Paints do just as Mr. McConnell states: "Dry quickly and leave a good gloss." They also wear well, and a gallon of them will cover more than any other.

Goods of this kind will help you to build up a paint trade that will be profitable and increasing.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of The Sherwin-Williams Paints

MONTREAL

AMERICAN BRIGHT PLATES.

IT is a matter of general cognizance that American terne plates have for some time past practically superseded the imported roofing plates in the estimation of consumers, on the score both of quality and price. American bright coke plates, too, for like reasons, now rule the home market to the virtual exclusion of the Welsh product. But the fact is not, perhaps, fully appreciated that bright charcoal tin plates of American manufacture are rapidly reaching a similar position. Almost without exception the leading manufacturers of tinware and cans are, as a matter of fact, now using American made tin plate in their factories in the place of the foreign product, solely on account of its merits. Recent conversations with leading officials of two of the largest tin stamping companies in the United States have elicited the fact that practically nothing but charcoal tin plates of domestic manufacture are now being used in the factories of both these concerns. The only exception to the rule is in the manufacture of some few articles whose exceptional depth calls for a special quality of Siemens stamping steel not yet produced here. In the case of both concerns it was acknowledged that they were for long somewhat

skeptical as to the adaptability of American plates for their purposes and were very slow to abandon the imported material with which long use had made them familiar. But both state that the charcoal plates they are now getting from the American works are so satisfactory in every way, and, on the whole, so much more reliable as to uniformity of quality than the imported plates they formerly used, that they have no desire to return to the foreign article. It is satisfactory to know that before long even the comparatively small proportion of Siemens plates necessary for the deepest stamping work will be made in this country.—Iron Age.

SOLICITING ORDERS.

FEW ironmongers, says a writer in Hardwareman, recognize the importance of soliciting orders in the same way as other traders; consequently, a great many lines which rightfully belong to them fall into the hands of their opponents, the grocer or oilman. Having had many years experience as an assistant in the furnishing ironmongery, I venture to suggest a plan, which having tried it for some years, I have found to be most successful. Both of our opponents call regularly on their customers, and should it come to their knowledge that any household requisites which rightfully belong

to the ironmonger are required, they at once offer to supply the same, and invariably secure the order. Thus, while the ironmonger is at home waiting for trade, his opponents are out taking it from him. Let the ironmonger, or a trustworthy assistant, call on each customer, say, once a week. In almost every shop there is one slack day during the week, which may thus be turned to profitable account. A sharp eye should be kept on repairs, re-tinning, re-japanning, boilers to be cleaned out, etc. Where gardeners and coachmen are kept, they should also be visited and orders solicited for garden tools, stable requisites, lawn mowers to be ground, rollers, cans, and tools to be repaired, etc. Where accounts and catalogues are delivered by hand, this presents a splendid opportunity for their safe delivery, instead of leaving it to the errand boy, who is not always reliable, also for looking up empties. The ironmonger or assistant would thus become thoroughly acquainted with his customers and the neighborhood, and any new comer would be noticed and should be called on at once, and a business card and catalogue left, which would often result in securing an order and adding a new customer to the list. Of course, orders are not always plentiful, but a few months will suffice to show an increase in the returns that will well repay any extra time and labor which it may involve.

SHOULD EMPLOYEES READ THE BUSINESS PAPER?

By Nath'l C. Fowler, Jr.

In every mercantile reading room are filed the representative trade and commercial papers.

In nearly all business and factory offices are kept the trade papers representing the industries.

Intelligent manufacturers and managers read their trade papers regularly and carefully, and when they are through with them they are handed to the department heads, and from there reach every class of employee, except that of ignorant labor.

The good trade paper is not only a correct mirror of business, but it is a text book and a volume of successful lessons.

Where you see success, there you see trade papers.

The trade paper is a necessity, and is more and more being so recognized, for, faulty as it may be, and there is nothing perfect, it is the best arena for the exchange of thought and for practical illustration of successful making and doing.

The capitalist should read the trade paper, because it tells him how his money is making money.

The active manager should read the trade paper, because it tells him what is going on, and is constantly furnishing him with ideas, or the suggestions which better enable him to produce ideas of his own.

The superintendent should read the trade paper, as he would read any other work of business education.

The workman should read the trade paper, because it broadens the scope of his mind, and lifts him out of mechanical ruts.

The trade paper should be in every office, in every superintendent's room, and in every reading room for workmen.

If there be many employees there should be many copies of the same paper.

Are trade papers read?

Look at the crumpled pages; see how they show the effects of handling and re-handling.

If you then doubt that the trade paper is read from beginning to end, put a little item about yourself in the most obscure corner, and count the number of references by mail, and verbally, that come to you concerning it.

Get married, and ask the trade paper to print the marriage notice, or if you have a bouncing boy, let the editor pleasantly speak of it. Then visit your cousins, and the cousins of your cousins, if they are in your trade, and there'll be no need of telling them about it.

If all the folks in trade who know you will read these little social items, how much

more reason there is to believe that they will read the words which mean more business for them.

Each copy of a daily paper may have but one reader, but every copy of a trade paper has from one to one hundred readers.

You will not have to make your employees read the trade papers; you will not even have to suggest it; you have simply to give them the opportunity.

I know that most trade papers contain a superabundance of chaff, and that the reader must separate from it the kernels of wheat, but compared with other publications, there is more food to the square inch in the good trade paper than there is to the square foot in any other publication.

Perhaps the editor of the trade paper may not be correct in all that he says.

If he were infallible, he wouldn't be editing a trade paper, for there would be a place for him in some other and better world.

If he be wrong sometimes, or wrongly expresses himself, then the employee can, by using his mind, learn manufacturing affirmatives, by reading the negatives.

The reason that trade paper advertisements are read more than any other class of advertisements is because the trade-paper advertisement contains money-bringing information, and everybody in trade is interested in what everybody else in the same trade has to say to the public, and the trade paper advertisement is the cheapest, easiest and most sensible method for a man who makes and sells anything to tell the man who buys that something that he has that article for sale.

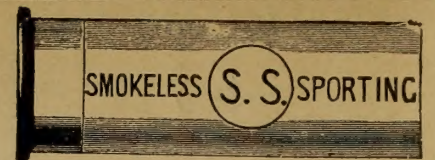
COUNTRY EXPERIENCE THE BEST.

Merchants who have had long experience in business, remarks a contemporary, realize that clerks are often dissatisfied and restless in a country position, and think they can do better in a city.

It is a fact, however, that country clerks are better paid and have an easier position than city clerks. A merchant who will take the time and trouble to have a confidential talk with a clerk when he wants to give up his position in the country and try the city will not only retain a good clerk, but also benefit him by giving timely advice.

In addition to the fact that country clerks, considering the difference in cost of living, are much better paid than city clerks, there are other considerations which have an important bearing on the case.

Every clerk who has the right kind of stuff in him desires to have a store of his own some day. To become a successful merchant there are two things he must have—capital and experience. Another important factor in successful retailing is that the merchant should have a large acquaintance in the community where he is located.



NO SMOKE. GREAT RESULTS.

**HIGH VELOCITIES
LOW PRESSURES
LONG RANGE**

**EXTRA HARDENED, DOUBLE WATER-PROOFED,
RELIABLE, SAFE, NO JAR,
HARD HITTING.**

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

*The Powder of Powders for a variable
Climate.*

UNEQUALLED RECORDS.

**TRIALS BY ELEY BROS., AND
"ROD AND GUN."**

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
" 43 " 872'72 " " "

**Far in excess of any other Powder,
Nitro or Black**

**Pattern 233.
Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.**

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbi Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

**The R. A. McCready Co., Toronto, carry
stock and are agents for Toronto and dis-
trict.**

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 West Front St. **Toronto**

PROMPT SHIPMENTS

Binder Twine

SISAL - - - 500 feet to pound.
MIXED MANILLA RED CROWN, 535 to 550 ft.
MIXED MANILLA BLUE CROWN, 575 to 600 ft.
PURE MANILLA - - 650 feet to pound.

Carload freight allowed. Prices guaranteed.

PARIS GREEN

CASKS, IRON DRUMS and PAPER BOXES
250 lbs. 25 and 50 lbs. 1, 1/2, 1/4 lbs.

Harvest Tools Forks, Scythes, Snaths,
Cradles, Etc.

Harvest Mitts Full Line.

Hay Fork Pulleys and Rope

PROMPT SHIPMENT ON ALL SEASONABLE LINES
SEND US YOUR ORDERS

Graham Cut and Wire Nails are the Best.

H. S. HOWLAND, SONS & CO. - TORONTO

HOW TO COLLECT.

F. F. TOWLE, who is described as the credit man for a Minneapolis firm, writes *The Lawyer and Credit-Man* on the subject of collections. He says:

I am constrained to say without reservation or fear of contradiction that the great desideratum in this particular line of business is not so much to whom shall we sell, as to how we shall collect for that which we do sell and that which we are obliged to sell in order to live and have our existence.

In this, as in all other lines of business, the great incentive to sell is principally the profit we shall derive from the sale, and the assumption of the credit man is that when he passes upon a credit the ways and means suggest themselves as to how it shall be collected.

The majority of our customers represent moral hazards, and their debts are debts of honor, and to justify the credits we are obliged to extend, we must of necessity have long margins, and incidentally it will occur to you that the good customers pay our losses, or at least a part of them, and while it requires no little courage to go on record with such a statement, it is nevertheless quite true, and I admit that to a certain extent it is applicable to other lines.

I appreciate fully the articles some of my contemporaries contribute on credits, collections, etc., and while I derive some benefit and satisfaction from them, we are unable to apply them to our business with any degree of success.

As I have previously stated, the large percentage of our trade represents no tangible basis for credit, and if we were to confine our sales to people who had a basis for credit, we would shortly have no business. For example: Our salesman calls on a customer whom he finds handles goods in our line and succeeds finally in securing an order for such goods as he may select and need. The salesman sends us with this order, a report on a form used, giving all information at hand or at least all he can obtain, which sometimes, however, is very meagre, at the same time it is the most reliable and the only thing we are able to get at that time.

Now the fact that our salesman takes this order direct from a customer is not even evidence prima facie that the party is eligible to credit. At the same time we accept it as such, but before passing upon the credit, we usually make inquiry through the parties from whom our salesman has said customer was buying goods, and their experience with him can very readily be accepted as a criterion, and if they have nothing to offer derogatory to his credit, we pass on the credit and another customer is made happy and another credit man is made miserable.

You perhaps will ask the question, "Why don't you sell such people for cash?" I will

just briefly say that if the candy houses made such dealers pay cash or attempted even to make them pay cash, the dealers would very soon go out of business, and I guess we would also.

A recent system of reciprocal reporting among the local candy houses develops the fact that a large percentage of our trade are owing more for candy alone than their entire stock of merchandise will invoice, notwithstanding the fact that it may consist of candy, tobacco, cigars, fruits, nuts, canned goods and stationery, and in some cases dry goods and groceries, and if in other lines they are as generous or rather as prodigal in the matter of credits as we are, some of our trade must be irretrievably in debt, and where in a short time will the creditors be at? And it occurs to me right here that an organization of credit men in our line would not at this time be out of place. I believe in "Live and let live," but I want to live first.

As to the methods employed for collecting by which we can achieve the best results, there is certainly a diversity of opinion.

I hold there is in our line no prescribed method of handling credits or collections. Of course, a personal acquaintance with your customer and a personal knowledge of his sales, etc., is of material aid in the discharge of your duties, but, outside of that, some uniform system should be employed, and with your kind permission I wish here to outline my policy.

Our goods are sold on thirty days' time and the salesmen do their own collecting, or as much of it as they possibly can, and as our salesmen call on their trade each month, as a rule, and as often as once each month we furnish them with a memorandum statement of each customer's account up to date, so that they may know at all times the exact condition of a customer's account, that they may take advantage of all opportunities to collect. If a customer pays our salesman and gives him an order it is one of the requirements that the salesman send his remittance with the order and report and remit daily all collections, and also report on all customers whose accounts are due and who have not paid, making full explanations as to why they do not pay and when they promise to pay, together with their suggestions, and we treat the account accordingly.

Now, while our terms are thirty days, we do not insist upon all occasions on enforcing this rule, as we have plenty of customers whom we allow sixty days, and some even take more time than that, but in all cases we make our country customer a statement once a month of such part of his account as is due, or what we consider due, with a letter

DEAR SIR:

Enclosed please find statement of account showing balance due. We shall presume to have your permission to make draft for this amount at one day's sight the _____, and request, if our statement is incorrect, or you will not be able to meet the draft, you will immediately notify us,

thus saving us the trouble and expense of making draft and you the annoyance of its presentation.

Trusting you will give this prompt attention, we remain,
Very respectfully yours

Per.....

and upon the receipt of which a large percentage of our trade either remit or write us, making excuses or requesting extension. However, in instances where they do not respond in any manner we usually allow a reasonable length of time as grace before making draft at one day's sight, preceding the draft by one day with a letter of about the following form:

Messrs _____

GENTLEMEN: In accordance with our recent notice, we have to-day drawn on you-at sight for \$ _____. Hoping that you will kindly honor draft when presented and thanking you for past favors, we are,

Yours respectfully.

It is our custom to have our bookkeeper make out statements each day of such accounts as are due and past due, covering on that day about the territory of one salesman and so on until we are through the ledger, when we commence the same thing over again.

I have found by reducing these unpaid items to draft that such as are not paid and are returned can always be before you and you will have the best of opportunities to deal with them.

We have some trouble in getting banks to give drafts proper attention, but in having the draft stubs before us we are at all times in a position to occasionally punch up the bank a little, as they are apt to slight these matters and become dilatory, considering the fact that there is a great deal of work to be done for a very small remuneration.

There has been a great deal written in your paper about the matter of signed statements, and while I, of course, concede that there is a great deal of merit and a great deal of usefulness in signed statements, they are not at all practical in our line, that is, for general use. There are instances, however, where we insist on signed statements; where we have to grant an extra large line of credit consequent upon the amount of business our customer is doing. But, as I said above, in the majority of cases signed statements would be of no value. The amount of assets our customer has is in plain sight, and he admits it, and

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

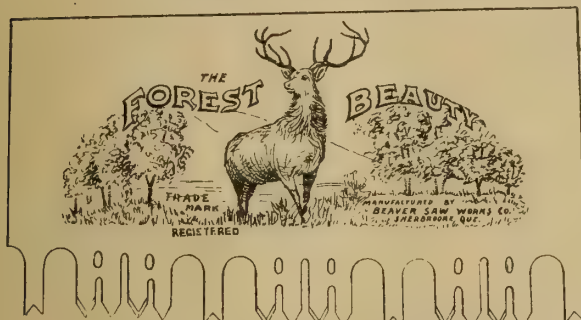
HAMILTON

PARIS GREEN

From $\frac{1}{4}$ -lb. Cardboard Boxes to Casks of 600 lbs.
LOWEST PRICES.

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, **TORONTO.**

THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.
SHERBROOKE, QUE.

PARIS GREEN

Government Standard

Guaranteed Pure

$\frac{1}{4}$ -lb. Packages

$\frac{1}{2}$ -lb. Packages

1-lb. Packages

50-lb. Drums

100-lb. Drums

250-lb. Kegs

. . . WRITE FOR PRICES . . .

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

we form our own conclusions or assumptions of its worth and seek amount of his debts through other channels.

We, however, have no compunction in asking our customer as to his liabilities, but in a great many cases they either do not know how much they owe or will not tell, and I actually believe in most instances they do not know really how much they are in debt.

I am prompted to say right here from a retrospective view that I am inclined to the belief that wholesale confectionery houses in this section of the country have accumulated their possessions by pursuing the broad and liberal policy in regard to credits. But the time has gone by when we can get the old-time prices. We are, therefore, compelled to be more conservative in granting credit, and as for myself I hope and look for greater reform in the near future.

HOW COUNTRY MERCHANTS CAN HOLD TRADE.

A STOCK grievance with merchants doing business in the villages and towns is the habit a large number of the consumers in the respective places have of going or sending to the larger cities for a great deal of the goods they require.

The practice of people going outside for what they can purchase at home is regrettable. Every dollar spent outside a town means a dollar less for the merchants of that town. And the loss is not borne by the merchants alone. One of the component parts of a town is its merchants. Consequently, whatever affects the merchants affects the town, favorably or unfavorably, as the case may be.

While the evil in question arises from an outside source, the remedy for this condition of affairs is at home.

People cannot be prevented from going to the city for their wares. The arm of the law cannot be invoked. It is next to useless to tell the people that they should be loyal to their own town. Let them only imagine that they can purchase this and that article cheaper at a city store than they can at any of the local stores, and loyalty is forgotten altogether.

People will buy where they can, or think they can, buy to the best advantage. And the same law governs the merchant as well as the consumer. Nearly every merchant will purchase his goods in London or New York if he can do so to better advantage than he can in one of the Canadian cities.

There is only one thing that will induce people to make their purchases in the local stores: That is, make them realize that they can do just as well or better at home. And this can only be accomplished by live and up-to-date methods.

Country stores must be bright and attrac-

tive. Country merchants, like the departmental men, must be ever on the alert for lines which they can push as leaders. Show the people that they can get bargains at home as well as abroad; and a little sermon on loyalty to the local stores can be appropriately sandwiched in at the same time.

Before you plead with a starving woman to trust in Providence you want to give her potatoes; and you can only effectually preach loyalty to home stores when you are in a position to give buyers as good bargains as the departmental stores.

Have the windows dressed well and have bright and obliging clerks behind the counter. Advertise systematically and liberally. Make the advertisement bright and readable, and change it with every issue of the journal in whose columns you place it. Do not attempt to put into your "ad." everything that is in your store. Advertise specialties as much as possible.

Departmental stores can be competed with, even by small storekeepers, and even by small stores that are within easy range of these big stores. **HARDWARE AND METAL** could give evidence of this. These stores not only exist but grow in spite of departmental store competition. But they are managed by live, energetic men; men who have ideas and know how to use them. The people in the vicinity of these stores are realizing that they can do as well there in certain lines as they can at the down-town departmental stores, besides saving car fare and time. Consequently, they are purchasing there many goods which they formerly went down town for.

Stores of this character are educating the people: are removing misconceptions as to the department stores being the place to go for everything from a needle to an anchor.

Country merchants who desire to hold their local trade must work along the same lines. It is their only hope. And the satisfaction about it is that it is not an impossible task. All that is demanded for its accomplishment are live, up-to-date methods. These every merchant who will can cultivate.

WANT OF BUSINESS MEN THE CAUSE.

Our present deplorable industrial and financial conditions are largely due to the fact that while we have a President and a Cabinet of acknowledged ability, none of them have had business training or experience. They are persuasive reasoners upon industrial questions, but have never practically solved industrial problems. They are the Book Farmers who raise wheat at the cost of orchids and sell it at the price of wheat.—Chauncey Depew.

MANITOBA GRAIN CROPS.

THE first official Manitoba crop bulletin for 1896 has just been published, being compiled from correspondence received under date of June 1. Owing to the wet season the area of all crops shows a reduction, except roots, the heaviest reduction being in flax, which has decreased to under one-half of last year's crop. Wheat shows a decreased area of only about 5 per cent. as compared with last year. The decrease in flax is attributed to the low price ruling, as well as to wet weather.

The bulletin gives the following as the estimated area under crop for the province by districts:

	Wheat.	Oats.	Barley.
District—	Acres.	Acres.	Acres.
N. West.....	76,500	65,705	14,790
S. West.....	504,010	159,120	31,200
N. Centre.....	201,050	76,100	27,175
S. Centre.....	240,240	87,520	34,400
Eastern.....	60,160	54,000	20,320
Province.....	1,081,960	442,445	127,885
Total under flax.....			20,325
Total under rye.....			3,130
Total under peas.....			1,103
Total under corn.....			760
Total under potatoes.....			12,260
Total under roots.....			6,715

The total area under all crops is 1,696,583 acres, while that of last year was 1,887,796, showing a decrease of 191,213 acres.

The subjoined statement for convenience of reference gives a comparison with the total acreage for three years.

	1894.	1895.	1896.
	Acres.	Acres.	Acres.
Wheat.....	1,010,180	1,140,276	1,081,960
Oats.....	413,686	482,658	444,445
Barley.....	119,528	153,839	127,885
Flax.....	30,500	82,668	20,325
Potatoes.....	13,300	16,716	12,260
Roots.....	7,880	6,685	6,715

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade was held on Monday morning for the purpose of nominating officers for the ensuing year. There was only one nomination each for the position of president and vice-president, and W. A. Robinson and W. F. Findlay were elected by acclamation to fill these positions.

For secretary-treasurer C. R. Smith and John Bell were nominated. Wm. Hendrie proposed Mr. Smith, and the nomination was seconded by Dr. Burns. Mr. Bell's nominators were Alexander Turner and J. B. Fairgrieve.

Seven members of the council are to be elected next Monday, and the following-named gentlemen were nominated to fill the vacancies: St. Clair Balfour, W. H. Glasco, Alexander Gartshore, John A. Bruce, Col. A. H. Moore, Matthew Leggat, J. G. Boves, John M. Eastwood, John Calder, C. E. Doolittle, Dr. Burns, F. C. Fearman, John Hoodless, H. N. Kittson.

For the Board of Arbitration, of which four members have to be elected, these gentlemen were nominated: J. Turnbull, T. H. Lester, W. H. Draper, F. H. Lamb, Seneca Jones, T. E. Leather, S. O. Greening.

ALUMINUM IN IRON AND STEEL.

ALUMINUM is used in cast iron in all proportions, from one-quarter of a pound to two or three pounds to the ton, depending upon the grade of iron, the purpose for which the aluminum is added, and the temperature at which the iron is poured, explains Aluminum World. The aluminum is introduced into the ladle as the molten iron is being drawn from the cupola or melting-furnace.

The use of aluminum in No. 1 foundry iron does not have the same marked beneficial effects as it has in the poorer grades of iron, but it has the decided advantage of keeping the metal molten for a longer time.

Where difficult castings are to be made, where much loss is occasioned ordinarily by defective castings, or where the iron will not flow well, the use of aluminum certainly in these cases will give better work and stronger and more sound castings. The iron will have a closer grain, and hence will be much easier tooled. The effect of the aluminum is to render a certain amount of the combined carbon graphitic and lessen the tendency of the metal to chill.

The most beneficial results of using aluminum are derived when a cheap grade of foundry pig is used, or working scrap. The addition of a small percentage of aluminum when the metal is being drawn from the furnace, as described above, is of decided advantage, and a manufacturer of large castings recently stated that in addition to reducing the number of bad castings, there was greater profit by using aluminum. This was owing to the castings having no blow holes, flaws or defects, and thus giving greater weight, which more than compensated for the cost of the aluminum. When the additional saving was estimated of having fewer castings rejected, the manufacturer said he would not cast without aluminum as long as he could get it at a reasonable price.

The use of aluminum in steel is probably more marked, and of more decided advantage, if anything, than in cast iron, although the use in both metals at the present time is looked upon by people that have tried the experiment, as being indispensable for good work.

TO MANUFACTURE ACETYLENE.

T. L. Willson, whose name has become famous through his discovery of the new light, acetylene, arrived in town yesterday morning from St. Catharines, where he is superintending the erection of his works in that city.

To The Sentinel Review Mr. Willson said :

"I have just come up from St. Catharines, where I have been overseeing the erection of

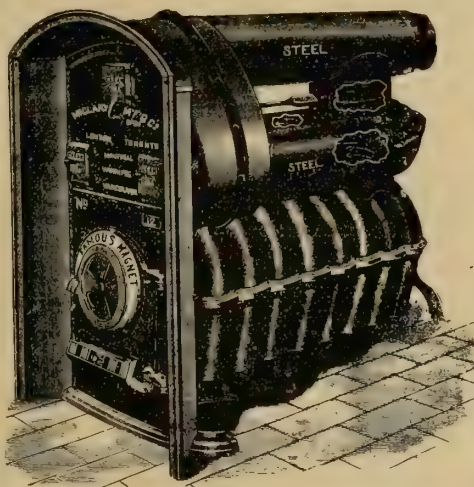
the works there. The work is now pretty well completed. Part of the factory will be in operation by the middle of July, and about 500 horse power will be available inside of two week. Yesterday we started our factory at Lockport, New York. These are the second works erected in the United States and provide for a large output. The North Carolina works have been re-built and the prospects for the consumption of the output from those works are certainly very promising."

"Do you intend to extend the manufacture of the carbide into Quebec," Mr. Willson was asked.

"Not at the present time," was the reply. "However, we do intend to erect works at different points in Canada where water power is available, but as yet no further plans have been matured."—Sentinel Review, Woodstock.

A NEW FURNACE.

To meet the growing demand for a cheap wood furnace, the McClary Manufacturing Co. have designed and built a small sized



furnace after the "Famous Magnet" pattern, as shown in accompanying cut. The radiator is made with steel pipes connected with cast iron smoke box and elbows and cast iron radiator head, thoroughly jointed to steel pipes and with perfect allowance for expansion and contraction. The fire box is corrugated in form and without ash pit. The cleanouts and dampers are all operated from the front, which makes it very convenient in operating the furnace. The furnace is made in both portable and brick set form. This company has also added two 4 pipe furnaces to their line, making in all eight distinct sizes of "Famous Magnet" furnaces, suitable for buildings of any capacity.

Advertise continuously. It is poor policy to be spasmodic about it, just as it is bad tactics to bombard an enemy's fortress one day and rest the next. It gives opponents an opportunity to strengthen themselves.

MARRIAGE OF CHAS. G. KNOTT.

Mr. Chas. G. Knott, secretary of the Canada Screw Co. and manager of the Toronto branch, has joined the ranks of the benedicts. He was married in Providence, R.I., on Tuesday last to Miss Rebekah Thurston, daughter of Mr. Clark Thurston, president of the Canada Screw Co. and vice-president of the American Screw Co.

The groom was supported by Mr. John Miln, of John Miln & Co., Toronto.

Mr. and Mrs. Knott left after the ceremony for New York, and will travel the Eastern States before taking up their residence in Toronto. Their house furnishings are ordered for "fall delivery," as they intend to summer at Island Park.

SPECIAL NUMBER NEXT WEEK.

The master plumbers of Canada are meeting in Montreal this week with a view to forming a Dominion association.

As every plumber and steam-fitter in Canada will be interested in knowing what was done at this convention, **HARDWARE AND METAL** will next week issue a special number containing a verbatim report of the proceedings, together with illustrations. A copy of that number will be placed in the hands of every plumber and steam-fitter in the country.

RICH SILVER LEAD.

A Sherbrooke (Que.) despatch of June 30 says: "Mr. Archie McDonald, of McDonald Bros., was in Sherbrooke to-day with samples of silver ore owned by that firm, about 25 miles from Sherbrooke. The property is situated on Memphremagog Lake, at the foot of Owl's Head Mountain, and is about 100 acres in extent. Working has gone on there since April 14, and is still in progress. Several assays have been made during the last two months with satisfactory results. The present samples, however, have not yet been assayed, but the owners, who are confident that the ore is very rich, are going to have it tested forthwith. The mine is very easy to work; already a distance of 50 feet have been driven in, and the vein lies diagonally across the cut, showing a width of 2 ft. 8 in. at the top, increasing to 7 ft. 6 in. at the spot where they have worked to so far. It is still widening, and the prospect is that it extends considerably further. McDonald Bros. are jubilant, and intend to develop the property at once. They claim that no such find has been made in this country up to the present time. The district is known to be rich in minerals, and although it has never been actually mined for silver, a good deal of prospect work has been done from time to time."

MODERN PLUMBING DEPARTMENT.

I NEVER was in a Roman bath. But I have seen pictures of them. And I must confess I have more than once wished that in these modern days we possessed them. But they are, however, no longer my ideal. I have a higher ideal. And the evolution is due to a peep I had the other day into the plumbing department of the James Robertson Co., Ltd., of Toronto, wherein have been fitted up, at a good deal of expense, what may be termed three sample bath rooms. These bath rooms face the east and the one which caught my fancy the most was No. 3, or the most southern of the lot. I have seen some nice bath rooms, but this beats all. It is a beauty. The bath itself is porcelain, and immediately at one end of it is a sits bath. The closet is what is known as the "Nautilus" and is cabinet finish in quarter oak. The lavatory is decidedly handsome. Its slabs are of Italian marble with nickel-plated brass recess legs. A feature of this lavatory is a patent plug, which prevents the bath overflowing or choking. Both the flooring and wainscotting, for about four or five feet, is of white marble. The remainder of the wall above the wainscotting is of frescoed cardboard. The window of the bath room is of cathedral glass.

The centre bath room I merely hurriedly passed through. One of the firm's customers, who had a contract for furnishing a bath room, had the lady for whom he was doing the work there to make her own selections of the kind of work she desired done, while one of the James Robertson Co.'s salesmen was acting as demonstrator. I noticed, however, that the room was handsomely appointed and that the walls were of oak and the wainscotting of tile. No. 1, or the northern bath room, has a steel-clad bath. The slabs of the lavatory are of Tennessee marble and the legs of nickel-plated brass, the same as in the southern bath room. The closet is what is known as the "Acme." "That is a most popular closet," remarked a representative of the firm. "We sell more of them than we do of any other kind." This bath room is furnished in ash throughout, while the walls are of embossed leather. All the bath rooms are lit by electricity, and the doors are handsomely draped with rich curtains.

The sample room proper of the plumbing department has also been handsomely fitted up recently. Along the western wall, on a platform of white marble with background of same, are ranged samples of practically every kind of closet manufactured, while scattered judiciously about the floor are all descriptions and sizes of baths. One of these baths, a porcelain, par-

ticularly caught my attention. It seemed large enough to take in a moderate sized family at once. "We have recently supplied twenty-five of these baths to the Preston Mineral Springs," a salesman remarked. What struck me as being a very worthy object of attention was an earthenware, porcelain lined, wash tub with accompanying racks as rests for cloths. Still another cynosure was a large double lavatory with slabs of Tennessee marble, legs of nickel-plated brass and "Gem" traps. All the lavatories, I might mention, are fitted with either the "Gem" or the "Reliance" traps. Just outside the sample room door is an automatic syphon closet for the use of schools, hotels and public buildings. This is a most ingenious contrivance. Four inches of water are always maintained in the trough, and the closet automatically flushes itself every fifteen minutes.

The sample room floor, I should have stated, is covered with cork carpet. The ceiling is of decorated metallic sheeting.

The plumbing department of the James Robertson Co. is handsome and fully appointed throughout, and country merchants should not neglect to do what I did the other day—take a peep into it.

FOUNDRYMEN PICNIC.

ONE of the institutions of the Gurney Foundry Co., Ltd., of Toronto, is the annual excursion. That for the year 1896 was held on Saturday last at Lake Erie Park, near Port Colborne. The excursionists, to the number of about four hundred, left the Yonge street wharf at 7.45 on Saturday morning. The sail across the lake was delightful, and at Port Dalhousie the train was taken for Port Colborne, which was reached about noon.

Lake Erie Park is situated about half a mile east of the entrance to the Welland canal. It abuts on the lake, is in all its primeval beauty and is made up of numerous hillocks and pretty little valleys.

The president of the Gurney Foundry Co., Mr. Edward Gurney, was, through indisposition, unable to be present, but the firm was well represented by Mr. T. B. Alcock, the treasurer, who was very solicitous for the comfort and entertainment of the excursionists and their guests. Mr. E. M. Ross, engineering superintendent, was his able lieutenant. Among the members of the retail stove trade noticed present were Messrs. T. E. Hoare, Toronto Junction; S. Grier; W. Gibson, of Gibson & Thompson; Hooper, of the Quaker Stove and Range Co., and S. Hobbs, Toronto. The architects present were: Messrs. Edwards, Brown, Siddall, Connery, and Bradley. I must not forget to mention Mr. C. W. Peniston, superintendent

of the Gurney works, and W. Smith and G. Taylor, the northern and eastern representatives respectively of the firm, who all lent their aid in making the excursion a success.

The five hours passed at the park were most agreeably spent, being into them crowded feasting, dancing and various athletic sports. One of the features was a game of baseball between the Gurney Foundry Co. and representatives of the retail stove trade. It created a good deal of interest, and was won by the retailers by a score of 17 to 5, with an innings to spare.

The excursionists left Lake Erie Park for home at 5.50 p.m., reaching Toronto at 10.30 p.m., tired, but having spent a most enjoyable day.

MAKING GOOD USE OF METALLIC NOVELTIES.

THE Metallic Roofing Co., of Toronto, have the knack of utilizing the different lines which they manufacture as adornments to their own building and as samples for the procuring of business. A visit to the firm's new factory at King and Dufferin streets, Toronto, convinces one of that. For instance, what appears to be the rough, red stone foundations of the office, is really metallic sheeting made in imitation of stone. Then, out in the yard the office walls are covered with metallic brick sheeting and metallic clap boards. These metallic clap boards are of quite recent idea. These clap boards are made up in sheets of 26 inches in width by 6 to 8 feet in length. There are seven boards to a sheet. These metallic boards are much more durable and attractive than the old original wooden clap boards.

Leading from the office to the factory, is a handsome metallic copper-plated, fireproof door, with a large embossed stag thereon. It is in one piece and will not rust.

While passing through the factory I was shown some of the corrugated conductor pipes which the firm are now turning out. These pipes are made in lengths of ten feet instead of the three or four-foot lengths characteristic of the old-fashioned smooth pipes. But the commendable feature of these pipes is not so much in their length as the fact that, being corrugated, they will expand without bursting when they become choked with ice. I was also shown corrugated galvanized elbows, which, being galvanized after being formed, prevents splitting and consequently leaking.

It perhaps may be interesting to note that, although the factory itself is only a few months old, the firm have found it insufficient for their growing demand. Consequently they have decided to erect an additional structure 50 x 100 feet.

Cow Ties

OPEN RING
CLOSED RING and
WALTON.



Our COW TIES are made of Brown's Patent Steel Chain. There is no other on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our TIES of a given number are fully equal in strength to a size larger of any other make on the market. Write for Catalogue.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

When
you want

BAR IRON

Try
GUELPH.

You will get

Rounds that are round. Squares that are square. Flats evenly rolled.
Bands tough, with clean, smooth edges.

The Guelph Norway Iron and Steel Co., Ltd.

. . . Rolling Mills, GUELPH

When Seconds are Precious

And the filled Fire Pail is in its accustomed place, the incipient fire is as good as extinguished.

EDDY'S Round Bottom Indurated Fibreware Fire Pails cannot be used for ordinary purposes. They must hang on a nail or rest in a rack, and are consequently **always ready when wanted.**

Write us or our agents for prices.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 3, 1896.

HARDWARE.

THE week has furnished a rather improved movement, but trade is still of moderate volume, though there was quite a batch of small orders for assortments booked previous to the holiday. Plain and twist wire, cut nails, horseshoes, copper wire, carriage bolts, pressed spikes, copper rivets, belting, ammunition, ice cream freezers and building paper all shared in the demand. Payments are quite frequently complained of, except from the province of Quebec.

PLAIN WIRE—A few small orders for plain and twist wire are noted. Otherwise the market is quiet. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—There is little change in the demand for barbed wire. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—Rather more call has been experienced for cut nails, but only in a hand-to-mouth way. We quote \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There is no appreciable change in these, business continuing quiet. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with de-

livery of 10-keg lots, where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Demand is confined to the merest jobbing trade. Discount, 50 per cent.

HORSESHOES—There has been some demand for these since Monday, but of very moderate dimensions. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

PRESSED SPIKES—Small lots of these have been asked for. Discounts range from 30 to 35 per cent.

SCREWS—Trade continues quiet. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—There is no change in tacks.

BUILDERS' SUPPLIES—Continue dull and quiet.

BRASS AND COPPER WIRE—The small demand for brass and copper wire continues, the latter being chiefly asked for. Discount, 12½ per cent.

CARRIAGE BOLTS—A fair demand has been noted for these during the week. Discount, 60 per cent.

IRON RIVETS—There is little call for these. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Continue in fair enquiry with discounts as before at 50 per cent.

BINDER TWINE—Demand remains as dull as last noted. Prices are unchanged at 6¾ to 8¼c., as to brand.

ROPE—Only a quiet trade passing. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is a fair enquiry for small quantities of this. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Few features are to report in cutlery.

SPORTING GOODS—There is some demand for ammunition, but not of a very active character.

GREEN WIRE CLOTH—The movement is strictly governed by actual necessities. We quote: \$1.50 to \$1.60 per 100 feet.

CHAIN—Dull and uninteresting as ever.

PLUMBERS' SUPPLIES—There is some demand for this line of goods.

ICE CREAM FREEZERS—There is a fair movement in these, the call this week being chiefly for the medium and smaller sizes. We quote \$1.40 to \$7, as to size.

CLOTHES WRINGERS—Demand is almost nil, but prices are steady at \$26.50 to \$27.

CHURNS—Trade quiet and discounts the same, at 70 per cent. off the list.

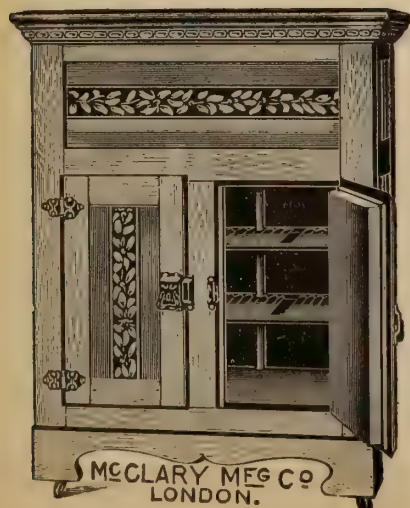
TOOLS—Business is confined to small lots of harvesting and gardening tools.

AXES—Quiet and steady. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—A moderate trade is passing. Prices are again rather unsettled, but we quote: Plain, 35 to 40c; tarred lining, 45 to 50c., and do roofing, \$1.40 to \$1.50.

CEMENT—Steady and dull at \$1.90 to \$2 for English and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—Featureless at \$16 to \$22 per 1,000, as to brand.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks, and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of

MONTREAL



For

Hoisting
MiningClothes Lines
and

Elevators

Semaphore

Guys, etc.

...Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

Dominion Day

The loyalty of Canadians to their beloved country is shown in no small degree by their observance of the National Holiday. The intelligent Canadian knows a good thing, which accounts for the loyal preference shown by the hardware trade from the Atlantic to the Pacific for the "C" brand horse nail. We have a good country, and the best horse nail made in it has the "C" brand and our name on each box. Stick to both.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated
♦ ♦

Authorized Capital,	-	\$5,000,000
Subscribed Capital,	-	1,500,000
Accumulated Capital	-	135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association

Molsons Bank Buildings, LONDON, ONT.

METALS.

There has been no movement in heavy iron and metals during the week, all leading lines continuing quite as dull as they were.

PIG IRON—A few sales of Summerlee at \$19 sum up the business that has been done during the past week. Nova Scotia brands are nominal at \$16.50 to \$16.75.

BAR IRON—Quiet and unchanged. We quote \$1.60 to \$1.65.

HOOPS AND BANDS—There is no activity to note in hoops and bands, a few small orders passing on the basis of \$2.25 to \$2.30.

SHEET STEEL—Some moderate quantities of these have been moved. Prices are steady on the basis of \$2.50 to \$2.75.

SHEET IRON—There have been fair jobbing orders for black sheets booked, while prices are steady at \$2.40 to \$2.50.

TINNED IRON—Quiet, as noted last week, at \$5.75 up to 24 gauge.

LEAD PIPE—Demand has been rather better for lead pipe, though confined to small quantities. We quote: 7 to 7½c., with 30 per cent off.

PIG LEAD—Very little doing, but prices are steady at \$3.25 to \$3.35

GALVANIZED IRON—Import enquiries are noted, but little business has resulted. From stock a moderate demand has been experienced at a range of \$4.25 to \$5 as to grade

INGOT TIN—Little change to note from last week. We quote: 16½ to 17c.

INGOT COPPER—Demand is small, but prices are maintained at 12 to 13c.

SHEET COPPER—A fair jobbing demand in a small way is noted at 15½ to 16c.

TIN PLATES—There is only a moderate demand for tin plates, and prices are not by any means firm, though foreign advices are steady. We quote: Coke, \$2.65 to \$2.75 and charcoal, \$3 to \$3.25.

IRON PIPE—There has been little movement in iron pipe. Discounts range from 55 to 70 and 10 off.

CANADA PLATES—There is little trade passing in Canada plates. We quote: \$2.15 to \$2.25, as to quantity.

TERNE PLATES—Firmly held, but quiet, at \$5.75 to \$6.25.

SOLDER—Quiet and steady at 11½ to 13c.

SHEET ZINC—Prices are maintained, though trade is quiet at 5 to 5½c.

SPELTER—Dull and unchanged at \$4.50 to \$4.75.

ANTIMONY—Featureless at 10c.

GLASS.

There is little activity to report in window glass, and prices are unchanged. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

FOR SALE

70 doz. empty Hand Grenade Fire Extinguisher Bottles for refilling, 20c. per doz.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

PAINTS AND OILS.

There has been no change in the situation of this market. Demand has been rather better since the elections, but is still of a more or less inactive character.

WHITE LEAD—Demand for white lead has been fair. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Quiet and firm. We quote: Pure, 4c. in casks, and 4½c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Demand for these continues good at the listed prices.

PARIS GREEN—The active enquiry noted last week is maintained. We quote: Casks, 14c.; drums, 14½c., and packets 15c.

LINSEED OIL—The firm tendency is maintained, though there is no quotable change at this writing. Demand is fair. Raw 51c. and boiled 54c.; round lots 1c. less.

TURPENTINE—Firm at 40c in any quantity, less 3 per cent. 30 days.

NAVAL STORES—Business has been rather better. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There has been only a moderate movement in heavy chemicals. We quote: Bleaching powder, \$2 00; bicarb. soda, \$2 25 to \$2 35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1 50 to \$2; do roll, \$1 50 to \$2.20; sulphate of copper, \$4 50 to \$4 75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

Business in petroleum has been quiet and prices steady. We quote as follows: Canadian refined, in car lots, 15½c., 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Firm and unchanged at 4 to 6c., as to grade.

ASHES.

There is no change in ashes, which rule quiet and steady. We quote: Pots, firsts, \$3.60; seconds, \$3.30, and pearls, \$4.75 per 100 lbs.

ONTARIO MARKETS.

HARDWARE.

TORONTO, July 3, 1896.

TRADE is much more satisfactory than it was a week ago, orders being both more numerous and larger. Although ordinary fence wire does not appear to be as much wanted as it was a week ago, the demand for barb wire, on the other hand, is brisker. A nice improvement is reported in the demand for churns. Trade has fallen off in building paper during the week, and the season is virtually over for poultry netting. The demand for tinware continues good. Payments show some improvement, and it is anticipated that from this out they will gradually get more satisfactory.

ORDINARY FENCE WIRE—The demand for ordinary fence wire during the past week has not been as good as it was. The same remarks apply to tinner's wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs freight is prepaid to any point where rate does not exceed 25c. per 100 lbs; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—The demand has been better for barb wire, plain twist and truss cable. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—The improvement noted last week has been maintained, although the quantities moving are not large. Base price, \$2.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Much the same remarks apply to these as to cut nails. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Business keeps quiet. Discount, 50 per cent.

HORSESHOES—Trade is much the same as it was a week ago. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5 35; toe weight, \$5 80.

SCREWS—Trade is still quiet. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head, brass, 72½ per cent.

BRASS AND COPPER WIRE—Demand continues fair. Discount, 12½ to 15 per cent.

CARRIAGE BOLTS—Trade is quiet. Discount, 60 per cent.

RIVETS AND BURRS—Business keeps fair in copper rivets. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—A slight improvement in trade is to be noted, orders coming in more freely. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. These quotations are subject to rebate.

ROPE—Business is quiet. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Business continues fair. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Only a moderate sorting-up demand is to be noted.

SPORTING GOODS—Trade is still quiet and without special feature.

GREEN WIRE CLOTH—Only an odd order or so is being received. We quote \$1.50 per 100 square feet.

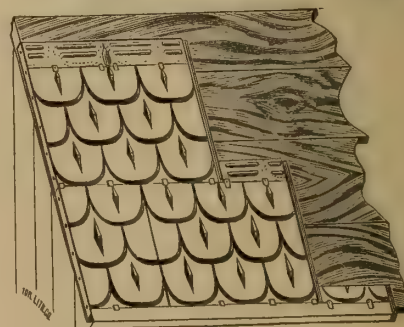
COIL CHAIN—Trade is still practically at a standstill. Ruling quotations are: Quarter inch, 4¾c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

PLUMBERS' SUPPLIES—Trade continues much as before, namely, fair on country account.

ICE CREAM FREEZERS—While the demand is better than it was it is still far from being satisfactory, the cool weather having

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

affected the sales very much. We quote: \$1.40 to \$7, according to capacity.

CLOTHES WRINGERS—The demand is light at \$26.50 to \$27.

CHURNS—Trade has improved nicely during the last ten days, orders coming in more freely than for some time. Discounts are: 70 and 5 per cent. from factory and 70 per cent from stock.

SCREEN DOORS AND WINDOWS—Stocks are still low and no fresh lots are expected to arrive to replenish them. The season's trade has been a satisfactory one.

TOOLS—Trade in harvest tools remains much about the same as a week ago. In draining tools the demand is rather better, but in garden tools the demand is not as good as it was.

GARDEN HOSE—The demand continues fairly active. We quote: Lion, 70 to 70 and 5 per cent; Competition, 75 to 75 and 5.

BUILDING PAPER—Trade has fallen off materially during the past week. Although the orders are small, they are numerous. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be had for quantities.

POULTRY NETTING—The season is virtually over, only an occasional order being received. Discounts, 65 and 10 to 70 per cent.

TINWARE, ETC.—The demand continues fairly active.

METALS

No special features have developed during the week. Pig iron is dull and weak. Further improvement is to be noted in the demand for sheet steel and black iron. Galvanized iron is moving fairly well. More enquiries are to be noted for terne plates. In other lines the conditions are much about the same as they were a week ago.

PIG IRON—Dull and weak. Locally we hear of no transactions to report.

BAR IRON—Business is flat. The idea as to base price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—The demand during the past week has fallen off. Prices are unchanged at \$2.30 to \$2.35, according to quality.

SHEET STEEL—Trade during the past week has been good, especially in "Dead Flat," in which some large sales have been reported. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—An improved demand is also to be noted for black iron. We

METAL BUILDING MATERIAL

Siding, Ceiling,
Roofing, Lathing,
Shutters and Doors

Of our well known Patented
and Registered Designs at
very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge \$2.50; 28 gauge, \$2.60.

TINNED IRON—Stocks are low, and although not anything like the usual quantities were sold this year, the demand has been better than early in the season it was expected it would be. We quote: Up to 20 gauge, \$5 75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅞c. per lb.

LEAD PIPE—The improvement noted last week has been maintained. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

PIG LEAD—A few good sales are reported, but in general the demand is not good. We quote 3¼ to 3½c.

GALVANIZED IRON—Has been moving fairly well from stock, and the usual number of import orders are being booked. We quote Queen's Head or equal brands: 16 gauge, \$4.50 per 100 lbs.; 17 to 20, \$3.85; 22 to 24, \$4.00 to \$4.25; 28, \$4.60. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—Is in fair demand at from 16 to 16½c.

INGOT COPPER—This has been moving only in small lots. Prices rule at from 12½ to 13c.

SHEATHING COPPER—Quite a number of import orders have been booked, and deliveries of same are now being made. Braziers' copper is also moving freely, and roofing copper is being called for frequently. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade has been fair, both in galvanized and black pipe. We quote as follows: English, ¼, 60 and 10 per cent.; ⅜ to ½ inch, 67½ per cent; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 67½ per cent.; ⅜ and ½ inch, 67½ per

cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

RANGE BOILERS—The demand has fallen off during the week, sales not being as numerous as they were. We quote: Domestic, galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—The only business being done is in an import way. We quote: All dull, 52 sheets, \$2.30; half polished, \$2.45; all bright, \$2.90.

TIN PLATES—No particular change has taken place, trade only being fair. We quote: Charcoal, I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes.

SOIL PIPE—Trade is merely moderate at the discount of 60 per cent.

TERNE PLATES—Enquiries are coming in a little more freely, but in general trade is quiet. We quote: I C, \$6.25; I X, \$7.50.

SHEET BRASS—The demand is fair at unchanged prices. Discounts, 25 to 33⅓ per cent., according to quantity.

SOLDER—Trade continues fairly good. We quote 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—Much as before: Imported, ton lots, 4⅜c., and small lots, 4¾c.

SHEET ZINC—Very little doing. We quote 5¼ to 5½c.

ANTIMONY—Quiet. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL.

Trade is much about the same as it was a week ago. We quote: Agricultural scrap, 50 to 55½c per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c per lb. (bottoms), heavy scrap copper,

8 to 8¼c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c. scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, ¾ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs

GLASS.

There is no feature to note, trade being quiet and prices unchanged. We quote: \$2.20 to \$2.30 for first break, \$2.50 to \$2.90 for third, and \$3.20 for fourth break. For first break in 50-foot boxes we quote \$1.15 to \$1.25.

PAINTS AND OILS.

Trade generally is of an indifferent character. Payments are more satisfactory than they were, but still they are not yet as good as the trade would like to see them. There is a firmer feeling, and some houses that have hitherto been quoting 4¾c. are now asking 5c., and the opinion is that the latter figure will be generally observed before long, on account of the higher price grinders are now compelled to pay for their dry lead. A little more has been done in Paris green during the week, but still the volume of business is not up to the mark. Both turpentine and linseed oil are on the quiet side.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: \$4 in casks, \$4.25 in 100-lb. kegs

LIQUID PAINTS—Pure, \$1 to 1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb casks, 13½ to 14c.; drums, 14 to 14½c.; 1-lb. packages, 15½c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 53c.; ditto, 5 to 9 barrels, 52c.; boiled, 1 to 4 barrels, 56c.; ditto, 5 to 9 barrels, 55c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 41c.; 5 to 9 barrels, 40c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and \$¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

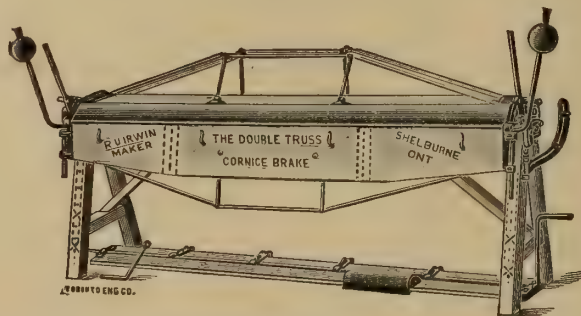
McCaskill, Dougall & Co.Varnishes for House Painters,
Boat Builders, etc., etc. **MONTREAL**

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO.

Shelburne, Ont.

Boeckh's — BRUSHES AND BROOMS



"Daintiness" . . .



characterizes the shades of all our **Ready-Mixed Paints**. There are 48 colors, and for each one there is just the right time and place. If a man has something to paint, and is puzzled to find the right color, let him look over our shades, he will be sure to find what he wants. Over 50 years of experience has taught us what is needed. Get Unicorn Mixed Paints.

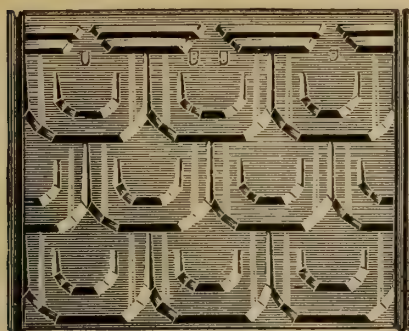
Manufactured by

A. RAMSAY & SON

Montreal

Established 1860.

Incorporated 1895.



Steel Shingles and Brick Siding

QUEENE ANNE.

We make these shingles of three different weights of Steel, galvanized after they are made up, or painted.

Brick Siding, 3 qualities, Ridge Cap, etc., also Metallic Ceiling in a variety of attractive patterns.

THE THOS. DAVIDSON MFG. CO. Ltd.

Write for Prices.

MONTREAL.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—The offerings are fair and the market is steady. There is a moderate demand and prices are quoted at 5¾c. for No. 1 green and cars of cured 6 to 6¼c.

LAMBSKINS—Are quiet. Fresh slaughtered are firmer at 35c. and pelts at 15c.

HORSEHIDES—Are steady at \$1.50 to \$1.75 each; wool pickings, 8c.; horsehair, 18c.

TALLOW—The market is steady. Local dealers are paying 3½ to 3¾c., and asking 4 to 4¼c.

WOOLS—The offerings of fleece are quite free, but the situation is not very promising. Slightly higher prices are being paid this week. Prices quoted are 18 to 19c. for farmers' lots and 19 to 20c. for selected country lots. Pulled wools are dull. The home mills are getting supplies from the farmers and are not buying here to any extent. Prices are nominal at 18½ to 19½c. for supers and 20 to 21c. for extras.

PETROLEUM.

Business is much as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American

water white, 19 to 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES

There is a firmer feeling in white lead.

H. S. Howland, Sons & Co. report trade good in Rixford's scythes, forks, hoes, etc.

M. & L. Samuel, Benjamin & Co. are showing some special values in egg beaters. They have several different makes, which they are offering at very reduced figures.

H. S. Howland, Sons & Co. report that they have a full assortment of Paris green in all sized packages, and that orders for same are beginning to come in more freely.

M. & L. Samuel, Benjamin & Co. are selling a tinned ice tong. This is one of those articles with which every householder should be provided. Price is low and it finds a ready sale.

Large consignments of window glass via steamships Baltimore City and Christiania have just arrived for Bowman, Kennedy & Co., London, Ont. They are prepared to fill orders for all sizes at closest prices.

The following is a copy of a letter received by the McClary Mfg. Co., London, from one of their customers, speaking of a shipment of "Famous" enamelled ware they had supplied him recently: "I this day

opened the special lot of 'Famous' enamelled steel ware, and must say that for style and finish they are equal to the best imported goods. It is a real pleasure to handle them, and I wish you that success to which you are entitled."

M. & L. Samuel, Benjamin & Co. report that green wire cloth is still moving. They have a further shipment arriving, which will come to hand on Monday and enable them to fill orders for all sizes without delay.

The Canada Paint Co. have during the week been experiencing an unusually good demand for their genuine "Elephant" and "Decorators'" brands of pure white lead. At times they were left without a single keg in stock.

Bowman, Kennedy & Co., London, Ont., are advertising a special brand of binder twine called "Amber Shield." It is a well spun, bright fibred twine, and most desirable to handle. They report large sales and repeat orders.

The new yacht Canada, built to contend for the international championship, has been hauled up on the Berkeley street slip preparatory to being treated to a coat of the Canada Paint Co.'s special boat composition.

Gold to the amount of \$700,000 was shipped from New York last week for Canada.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine

Binder Twine

.. OUR ..

Special Amber Shield Brand.

The best value of any twine on the market.

Quantity limited.

Send orders promptly.

UNITED STATES MARKETS.

NEW YORK, July 3, 1896.

PIG TIN—The market remains in a rather dull condition, and without distinctly new feature. Buyers generally operate in the same conservative manner that has been characteristic of their movements for a considerable time past, and seem to be governed more by the relation of supply and demand from day to day than by any other condition, except the fluctuations in prices in the London markets. The movement of tin into the channels of consumption is probably up to the average volume for this season of the year, but the surface indications are that some accumulation of stock in first hands has taken place during the month. Prices remained very steady in the absence of any decided change in the foreign market. Store lots were about 13.50 to 3.55c. f.o.b., and early delivery was at about 13.45c. 'Change contract terms.

COPPER—A somewhat uncertain tone prevails in the market for this metal. Exporters as a rule are either holding aloof or restricted on limits of price that are a good fraction below the figures quoted by the mining companies, and home consumers are buyers in a very limited way only. For the moment market values cannot be gauged with ordinary accuracy, but the indications are that business of any considerable volume could not be put through at prices above 11½c. for Lake Superior ingot, 11¼c. for electrolytic, and 10⅞ to 11c. for casting stock. The prices generally asked were, however, ⅓ to ¼c. over these figures. About 200,000 lbs. or more of Lake Superior ingot have been sold at 11½c. the past few days.

PIG LEAD—Dealings in this quarter are on a moderate scale, and the demand is still exceedingly tame, with larger quantities than a few carloads rarely involved. Inquiries are also of very ordinary type. There were some indications of rather freer offerings, particularly of July shipments, but prices have not fallen below 3.05c. for common domestic. About 300 tons have been sold at that price the past few days. London cable quoted £11 1s. 3d. for soft Spanish.

SPELTER—Orders come to this quarter slowly, and are almost wholly for small lots of the metal for prompt or near future shipment. The business that results is mostly at about 4.10c. for ordinary brands, but that price is occasionally shaded a trifle. London cable was £18 7s. 6d. for good merchant brands.

ANTIMONY—A fair jobbing business is about all that is taking place, and prices are without important change. We quote 7⅜ to 7½c. for Cookson's, 6½c. for Hallett's and 6½c. for Japanese.

TIN PLATE—A fair business only is passing, and the demand is little better, if at all, than it was a week ago. Sellers offer reservedly, however, and hold firmly for full former prices.

IRON AND STEEL—Pig iron transactions are still mostly of rather small size, and the volume of business is hardly up to the average for even this usually dull season. Prices are without quotable change but rather weak, particularly on Southern brands. Old material is fairly steady at old prices, but finds slow sale at the moment. In manufactured iron, rails, etc., business continues slow and prices are without radical change.

HALIFAX TRADE NOTES.

HARDWARE AND METAL had a chat with some of the wholesale hardware merchants on the effect of the recent elections on trade. A member of the firm of Stairs, Son & Morrow said that in his opinion trade would not be disturbed. He anticipated no radical changes in the tariff. Cragg Bros. & Co. were of the same opinion. They did not anticipate any extensive changes, feeling that the common sense of the incoming Government would not allow the trade of the country to be paralyzed, the Government having before them the lesson taught by the Democrats two years ago. They favored a change in some lines. Carpenters' tools, for instance, they contend, are taxed too heavily, the burden being out of all proportion to the wages received. They thought the tariff could be raised on such lines as pocket cutlery.

While business is quiet, there are very few complaints.

There is a splendid retail trade being done in the city. Building operations are very brisk, more so perhaps than for many years.

F. J. Cragg, of Cragg Bros. & Co., leaves on Monday to visit the American markets.

The Halifax Plumbers' Association is being represented at the plumbers' gathering at Montreal by the president and vice-president, Messrs. John Borton and George A. Perrier.

A HARDWAREMAN WEDS.

A pretty ceremony took place at St. Patrick's church, Sherbrooke, Que., on Monday morning, when Miss Josephine Doherty, daughter of Mr. J. J. Doherty, and Mr. Louis Edouard Codere, of the firm of Codere & Fils, hardware merchants, were united in the holy bonds of matrimony. The Rev. Father Fiset officiated. The best man was Mr. Jules Richard, advocate, and Messrs. G. Richard and A. Codere also accompanied the groom. The bride was given away by her father. There were three bridesmaids, Miss Marguerite and Theresa Doherty and Miss Augustine Codere. There were also six tiny girls carrying baskets of flowers, which were strewn along the path of the bride on her way out of church. The bride, who was attired in an ivory white satin dress, trimmed with pearls and old point lace, looked very charming indeed. Special music had been provided in honor of the event, the bride having been organist and the groom musical director of St. Patrick's church for the past couple of years. The church was prettily decorated for the occasion. The happy couple left for Niagara and the Thousand Islands. The wedding presents were numerous and handsome, both of the contracting parties being popular in Sherbrooke.

The McCready Bicycle

Is without exception the most satisfactory wheel on the market to handle.

WHY? Because it is now so well known throughout the Dominion its name will sell it. For easy running it has proved itself superior to all others by winning a higher percentage of races entered in than any other wheel on the Canadian market. Write for our terms to agents.

We also have on hand a large stock of

Guns, Rifles and Ammunition

on which we are offering special inducements to the trade in order to get rid of them before moving into our new premises.



Second-hand
Safe for
Sale Cheap

The R. A. McCREADY CO. Ltd.

Temporary Premises,
219-221 Yonge Street

Toronto

A CLERK'S EFFICIENCY.

THE efficiency of a clerk and his value to his employer, says Stoves and Hardware Reporter, depends largely on the pains taken by the latter in instructing him in the practical details of the business. Probably every hardware dealer will admit, as a result of his own experience, that the most valuable clerks he has had, have been those who have entered his establishment as boys and have worked up to a position of responsibility. There is a right and a wrong way of doing things, and it behooves a merchant when starting a new boy at work to see that he learns the best methods of work from the first. This applies to the smallest detail.

One of the first things that a boy will be told to do will be to take a piece of chamois skin and wipe off the knives in a show case. Ten chances to one he will give his entire attention to the open blades, letting the backs go by default. Every merchant knows the result. The constant handling of these goods by the moist hands of the salesmen will cause the backs to rust and in time make them unsalable, or salable only at a reduction. Show the boy the necessity of thorough work in this respect the first time he performs the task. Strange as it may seem, the average boy will start in wiping the blades of pocket and table cutlery with the blades toward his hand. This results in frequently cutting the boy and in detriment to the chamois skin. He will frequently keep on doing the work in this blundering, dangerous way, in spite of accidents, unless he is shown otherwise.

There are hundreds of instances of a similar nature that might be cited, and the necessity of instructing the new boy how to do things applies to office work as well as to the stock. For instance, many clerks, after years of experience, will make the folding and backing of invoices consume much more time and trouble than it should. Show the new man how to fold and back them, so that when the book-keeper lays his hand on the invoice and reads the name of the party from whom it came, he can open it and have it before him in proper shape without turning it over half a dozen times. This is a small matter, but proper attention paid to it means the saving of much time and annoyance. The merchant who gives the work of the new hand his personal supervision for a little while will find himself abundantly repaid.

A bushel of grain scattered upon an acre of good soil will produce better results than will two bushels upon an arid plain. It is the same with advertising: it is the quality rather than the quantity of the territory it reaches that should be most sought after.

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO

Marlin Repeaters

MODEL 1893

25-35,
32-40,
30-30 SMOKELESS
AND 38-55.



SOLID TOP
and
SIDE EJECTION

Guaranteed in all particulars

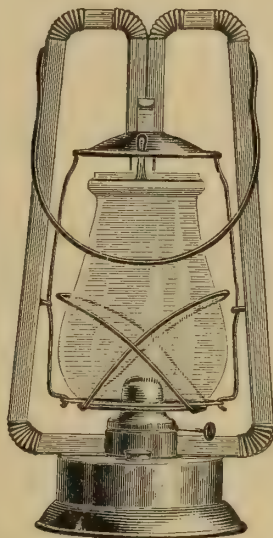
The finest REPEATING RIFLE on
the market

For sale by the trade everywhere.

Send for catalogues of our full line to

THE MARLIN FIRE ARMS CO.

NEW HAVEN, CONN., U.S.A.



THE . . .
ONTARIO LANTERN CO.

Manufacturers of

Hamilton, Ont.

Tubular Lanterns

(Different patterns.)

Lamps

(In great variety.)

Lamp Burners

(Banner Pattern.)

LAMP TRIMMINGS, Etc.

WALTER GROSE, Selling Agent MONTREAL

ESTABLISHED 1856

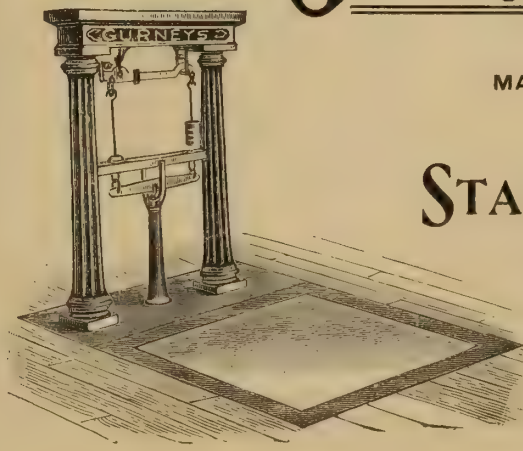
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

DEPTH OF LAKE SUPERIOR MINES.

JOHN BIRKINBINE, engineer, of Philadelphia, who is well known as a statistician and expert in mining matters, has made numerous visits to the lakes and to the mining region of Lake Superior. Of late he has delivered several interesting lectures before the Engineers' Club of Philadelphia on notable engineering achievements in that part of the country. In the course of one of these lectures recently he said:

As illustrating the depths reached by some of the mining operations of Lake Superior and the relations which the mouth and bottom of various shafts bear to the level of the ocean and that of Lake Superior, it may be stated that in the copper region the work has been carried to a depth of nearly one mile from the surface, and those interested in these exploitations anticipate no unsurmountable difficulties in reaching depths of 10,000 feet. The surface at these mines approximates 650 feet above Lake Superior, or 1,250 feet above sea level, but the vertical shafts of the Tamarack, Calumet and Hecla, the slopes of the Quincy and other mines extend far below the water level of Lake Superior and of the ocean, and the Silver Islet workings were carried from a few feet above the lake level to below ocean level.

The iron mines are located from 550 to 1,200 feet above lake level, and although a number have been exploited to or below lake level, but a few have been carried to depths below ocean level. The high temperatures experienced in the Comstock lode and other deep workings in the western states are not apparent in the Lake Superior mines, which have penetrated the earth for great distances. The increase in temperature is not great, and at 1,500 feet the mine water becomes saline, but as greater depths are reached more objectionable characteristics are noticed, the water becoming so acrid as to destroy books and clothing and affect the skin.

In some of the iron ore mines ore is dug from 500 to 700 feet below the surface and delivered on cars for shipment for less than 70 cents per ton. This includes wages of miners, cost of light, explosives, timbering, etc., surface and machinery attendance, repairs and all charges except royalty, general administration and interest on investment. During the business depression which has characterized the past two years, millions of tons of iron ore have been mined in the Lake Superior region, shipped by railroad from 15 to 90 miles to ore docks, transferred to vessels, and carried from 600 to 1,000 miles, unloaded and delivered on cars at lower lake ports from \$2 to \$3 per ton. Although little, if any, profit (after paying royalties or inter-

est) resulted from these low prices, the possibility of accomplishing the above result is a tribute to the skill in mining, transporting and handling large quantities of ore.

SURPLUS STOCK.

A good illustration of the way to get rid of surplus and slightly antiquated stock has come under my notice during the past few days, writes "Vulcan" in Ironmonger. An umbrella and walking-stick dealer is having his premises rebuilt, and, in consequence, has had to arrange his wares outside the shop in bundles in a long line beneath the contractor's staging. It is astonishing to notice how much interest passers-by are taking in the goods now that they are displayed in this rather unusual manner. The fact that the wares can be examined in detail without going into the shop is stimulating business to such a marked degree that the tradesman in question will be a gainer rather than a loser, I fancy, by the rebuilding operations which are going on. Some of my hardware friends who have old stuff lumbering up their shelves might find it pay to adopt the same method of airing their goods.

MACHINERY AS A LABOR SAVER.

THE following figures from Invention are interesting as showing the progress of labor-saving machinery. It is estimated that one machine with one man as attendant will manufacture as many horse-shoes in one day as it would take 500 men in the same time. Out of 500 men employed in the log sawing business 499 have lost their jobs through the introduction of modern machinery. One nail machine has taken the place of about 1,000 men. In the manufacture of paper 95 per cent. of hand labor has been replaced. One man now makes as much pottery in the same time as 1,000 could before machinery was applied. By the use of machinery in loading and unloading ships, one man can perform the labor of 2,000 men. Steel ties machines are a saving of 500 per cent. Steel wire nail machines are a saving of 200 per cent.

It is needless to say that the above figures are made by an American statistician. The introduction of machinery, however, far from putting labor at a discount, has, we believe, in every case resulted in raising the price of labor. The laboring man has nothing to fear from the introduction of labor-saving machines; on the contrary, he has everything to gain, notwithstanding the apparent displacement of labor by machinery. So far as machinery has won its way, the net result has been the betterment of the working classes.

FURNISHING IRONMONGERY AND FURNISHING GOODS.

YEARS ago, to have seen an iron and brass bedstead or coal vase in a furniture dealer's or draper's window or show-room would have been quite out of the question, but to-day, not only are these two trades strong opponents of the furnishing ironmonger in many classes of goods, but in many cases are supplying most of the best lines in furnishing ironmongery. Face the question thoroughly, and it will be found that parties furnishing in the first instance pay a visit to a furniture dealer, who will, after he has secured the order for household furniture, introduce the various classes of furnishing ironmongery goods, as fenders, fire-irons and brasses, coal vases, bedsteads, wringers, toilet ware, cornice poles, etc. A further visit to the draper has similar results, so that by the time the visit to the ironmonger takes place the cream of the order originally intended for him has been secured by one or another of our competitors, the ironmonger having to be satisfied with kitchen utensils and various odds and ends. There are numerous cases where parties have promised their furnishing order for ironmongery to ironmongers, who could testify to the disappointment they have experienced after completing the same, and it has been caused generally through some such similar circumstances as those named. Our opponents have had the first pull. Now, why should not the furnishing ironmonger extend to housefurnishing generally? There are scores of cases where household furniture, glass, china and earthenware have been added, which have proved to be most highly successful ventures, and why not so in most cases, and beyond that carpets, matting, linoleums, bedding, etc., added? There cannot be a closer affinity between any classes of goods than those named, and the furnishing ironmonger should be the one to supply them. As to what may be considered a suitable stock must be left to the varied circumstances under which different ironmongers may be situated, both as regards convenience of premises and finances,

BUSINESS CHANCE.

WANTED—JOB LOTS OR ENDS OF HARDWARE, tinware or carriage hardware. Send lists and cash prices. Box 286, London, Ont. (30)

CHARLES H. RICHES

Solicitor
of

PATENTS

Canada Life Bldg, King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

THE
"RELIABLE"

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



but where the furnishing ironmongery is at issue it should be entered upon vigorously.
—Hardwareman.

CATALOGUE ON SANITARY EARTHENWARE.

The Young & Bro. Co., Ltd., of Hamilton, are this week distributing to the trade a new catalogue on sanitary specialties, particularly such goods as are familiar to the Canadian trade. It consists of 120 pages profusely illustrated. The feature of the catalogue is that it deals with both domestic and foreign sanitary earthenware, something which no other catalogue extant does.

CEMENT FOR LEATHER BELTING.

THE importance of suitable cement for making joints in leather driving belts has led the Society of Chemical Industry to endorse the following formula:

First, equal parts of good hide glue and American isinglass, softened in water for ten hours, then boiled with pure tannin until the whole mass is sticky, the surface of the joints to be roughened and the cement applied hot; second, one kilogramme of finely shredded gutta percha digested over water bath with 10 kilogrammes of benzol until quite dissolved, when 2 kilogrammes of linseed oil varnish are stirred in; third, 1 ½ kilogrammes of finely shredded India rubber are completely dissolved in 10 kilogrammes of carbon bisulphide by heating, and while hot 1 kilogramme of shellac and 1 of turpentine are added, and the solution heated until the two latter ingredients are also dissolved; fourth, 1 kilogramme of best glue is dissolved at a moderate heat in 1 ½ kilogrammes of water, and thickened to the consistency of syrup. One hundred grammes of thick turpentine and 6 grains of carbolic acid are carefully stirred

in while hot; the mixture to be poured into flat tin pans and allowed to cool, then cut into pieces and dried in the air. The cement is made liquid with a little vinegar and applied to the joint with a brush; this being done, the two ends of the joint are properly placed together and thoroughly pressed between two iron plates heated to a temperature of about 86 deg. F.

M. Maurice Lion, of La Borderie, Manitoba, has made arrangements for the shipment of a carload of cheese to Paris, France. He is also manufacturing condensed milk and opening up a foreign trade in it.

A man may have aptitude for business; but aptitude is not experience. And without experience no man can be successful. In a piece of pig iron are the possibilities of a finished blade; but the finished blade cannot be produced till the pig iron has been put through a certain process.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

TRADE CHAT.

THE Bain Wagon Works Company has at last decided to remove from Brantford to Woodstock.

Mr. Mark Hall was appointed architect for the extension to be built to Machinery Hall at the Exhibition grounds, Toronto.

The Hobbs Manufacturing Company of London are making alterations and enlargements looking to an extension of their business.

Garson & Co., of St. Catharines, have obtained the contract for the Petrolea water-works construction at \$131,745, exclusive of engines and boilers.

Notice is given of an application for an Act to permit the Kingston and Pembroke Railway to be sold for payment of the indebtedness of the company.

An attempt was made early Saturday morning to crack a safe in Brown & Boggs' machine shop, corner of King William street and Victoria avenue, Hamilton.

E. A. C. Pew, of Hamilton, has added a horseless carriage annex to his great Lake Erie power scheme, and now proposes to establish a series of stations at intervals of ten miles, for charging storage batteries.

A new machine recently invented and constructed may be seen in operation at Simmons' machine shop on Wellington street, St. Thomas. It is the Excelsior fence hook machine, with a capacity of turning out every day's work of ten hours, running 50,000 hooks.

Total duties collected at port of Toronto for the fiscal year ending June 30, 1896, \$4,194,064.78; do., 1895, \$3,729,336.36. Increase, \$464,728.42. Total duty collected at port of Toronto for the month of June, 1896, \$253,360.20; do., 1895, \$252,705.09. Increase, \$655.11.

The projectors of the proposed electric railway from the mountain top, Hamilton, through Ancaster to Albion, met at the latter place on Friday night, and addresses were given by W. H. Wardrope, W. F. Walker, Q. C., Ald. Colquhoun, Rev. Canon Clark, of Ancaster, and Harry Maxey. The projectors will ask only \$15,000 bonus instead of \$25,000.

Owing to an overheated furnace a fire broke out in the japanning room at the factory of the Kemp Manufacturing Co., Toronto, on Saturday night. Some employees just leaving the building discovered the blaze and extinguished it. Shortly afterwards the place caught fire again from the same cause, and the firemen were summoned. When they responded, the flames had gained a good hold, but the firemen located them in the right place on Bell street, and undoubtedly saved the immense

factory. The damage caused is about \$400; \$200 to the building and \$200 to the contents, covered by insurance.

The Manufacturers' Committee of the Toronto City Council has once more sent on to Council the report favoring the exemption for ten years of the premises of the Toronto Steel-Clad Bath Company. Messrs. Geo. Booth, Joseph Wright and J. H. Patterson appeared at the last meeting of the committee in support of the application. The company binds itself to employ at least 20 men continuously, but Mr. Wright thinks 100 men will be employed.

The Canadian Pacific Railway will apply to Parliament next session for an Act confirming and giving effect to an agreement between it and the Grand Trunk Railway Co., by which the latter company grants to the former for 50 years, running powers over the G. T. R. between Toronto and Hamilton, as contemplated by the agreement; the compensation for such running powers being a fixed yearly sum, together with other sums which are variable and are to be ascertained from time to time as provided for in the agreement.

Mr. Proudfoot, civil engineer, has returned to Port Arthur, from the Seine River district. On mining location A. L. 199, he has discovered a large vein about ten feet wide, from which he has broken off some marvelously rich specimens of fine gold. Morley Bros., of Detroit, are commencing to operate an iron pyrites vein near Schreiber. It is proposed to export this to the United States to be used in the manufacture of sulphuric acid.

A meeting of the special committee on the palace hotel scheme, Toronto, was to have been held Monday afternoon, but, owing to a misunderstanding, the promoters of the scheme were not present. A meeting will be held early next week, and those gentlemen who signed the proposal will be invited to attend. They are: Messrs. Edward Gurney, J. W. Langmuir, E. B. Osler, W. D. Matthews, John Macdonald, George H. Bertram, John Drynan, W. T. Murray, R. Glockling, Stapleton Caldecott, H. P. Dwight, Robert Jaffray and F. Roper.

Extensive improvements have been commenced at the M. C. R. shops at St. Thomas. A new roof is being put on the old blacksmith shop, and all the buildings will be re-roofed. The smoke stacks are being renewed, and pneumatic hoists put in for all the large machines. It is reported that new machinery, the latest up to date, will shortly be put in, and the shops equipped for turning out a great deal more work than at present. The M. C. R., there is no doubt, will eventually operate the T. H. & B., and when they do the repairs, etc., will be done at the M. C. R. shops there.

PORTLAND CEMENTS

Best English and Belgian Brands

Calcined Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & CO.,
MONTREAL.

WESTERN Incorporated 1861.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

**THE OAKVILLE
BASKET CO.,**

Manufacturers of
1, 2, 3 Bushel

Grain

AND

Root

BASKETS

**THE OAKVILLE
BASKET CO.**



The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

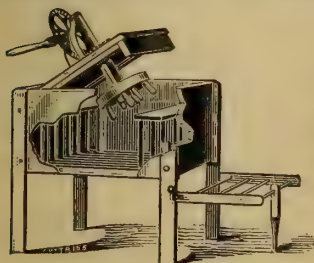
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & Co.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

HOW TO MAKE STOCKTAKING PAY.

IN dealing with this problem, says a writer in Hardwareman, we have many things to consider, and I use the word "pay" in its most comprehensive sense; that is to say, it would often "pay" an ironmonger to dispose of some goods at cost price for cash so that he could obtain a fresh stock with which to command a reasonable profit. For instance, many of us would be only too glad to rid ourselves of a stock of coal-vases or fire-screens which may have "hung fire" during the season, or those troublesome skates which have been the cause of so much anxiety to us this year, at—shall we say cost price? I think so? When arranging a sale, of course, you must know what stock goods you intend to dispose of cheap, and this should be found out by carefully taking your stock and sorting out the old, damaged or unseasonable articles, and placing them on one side. Now a visit to town and inspection of some of your manufacturers' stock-rooms will greatly assist you, for in nine cases out of ten you will find some job lines you can have cheap on sale or return. This done, you have now to advertise the coming sale, and how you can do this to the best advantage is open to debate; but my experience is that the special lines should all be priced with the original and sale prices, and brought before the public a full week ahead of the date the sale is to commence. Handbills, hoardings, and the local press should all be brought into use; the handbills should advertise the goods, the hoardings your name and date of sale, and the local papers all particulars, with mention of a few of the cheapest lines. I do not consider that a general discount is a good policy; I should simply state that "All goods are reduced," and then you can reduce those you wish to sell without injuring your ordinary stock trade, for you do not bind yourself to reduce all equally. In pushing and well advertising a sale it should be remembered that you are bringing your name before the public as an ironmonger well up to date, who keeps his stock always fresh and clean by his annual stock-taking sales; and such a reputation is well worth working for.

DISPLAYING TABLE CUTLERY.

It pays to give proper attention to the manner of displaying table cutlery and silverware in showcases, says Stoves and Hardware Reporter. Too often one notices a showcase in a hardware store filled with knives and forks and carving sets in boxes. The object sought by the showcase display should be to show the goods themselves in as attractive manner as possible; not to give an idea of the extent of the stock carried. Cover the bottom of the case with velvet and arrange the table cutlery on it in attractive designs.

RAZORS, SCISSORS

... AND ...

POCKET CUTLERY



MADE BY

H. BOKER & CO.

Are leading for Style, Finish and Good Value.

CAVERHILL, LEARMONT & CO.
MONTREAL

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS

Best Charcoal Rolled Iron.



B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.
ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices .. Proprietors.
NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE Master Plumbers' Association of Toronto are taking a new tack in order to augment their membership. They are opening their ranks to tinsmiths, and already a goodly number of this branch of trade have accepted the opportunity of identifying themselves with the Master Plumbers' Association of Toronto.

TORONTO PLUMBERS' LICENSE FEE.

As **HARDWARE AND METAL** has pointed out in previous issues, the present system of licensing master plumbers in Toronto is a farce, a butcher or a baker being able to secure a license just as easily as a qualified plumber, provided he pays the necessary \$10 and provides the stipulated security. The original intention was that a qualifying examination should be necessary before the license could be secured, but as this feature of it is a dead letter, the Master Plumbers' Association quite justly maintain that the present fee should be reduced. Accordingly, on Tuesday last, a deputation from the association waited upon the Board of Health of the city, and asked that the license fee be reduced to \$1.

Dr. Sheard, the medical health officer, reported as follows regarding the request in question: "As far as I can ascertain," he says, "the object of the licensing of plumbers was to secure efficiency and good workmanship, and to provide that only practical plumbers who are in every way competent and who have passed an examination before a Board of Examiners be allowed to take out a license. I understand the city solicitor is of the opinion that without legislation the city is not in a position to enforce such a regulation. If, however, every one who applies for a plumbing license is to receive the same, I think there is a certain amount of fairness in the request. I would, therefore, respectfully recommend that the communication of the Master Plumbers' Association be sent on to the Municipal Council or such committee as may have authority to deal with it."

It was pointed out that the \$10 fee produced about \$800.

The chairman said he knew plumbers who were really not able to pay the \$10, and the fee should be reduced to \$1.

The matter was sent to the Board of Control for consideration.

HOW TO SET A WASHOUT CORRECTLY.

The following manner of setting a washout in position was furnished The Plumbers' Trade Journal by a contributor:

"Before roughing in, secure the washout which is to be used in the job, as they vary

much in form and size, and also the seat which is to be used. Set the seat on the top of the washout in such a position that the hole of the seat is central with the hole of the bowl; then mark around the outer edge of the washout with soft chalk so as not to scratch the seat. Place the seat upside down on the floor or any level position, then place the washout upon the seat in such a position that the bowl will correspond to the chalk marks on the seat. Place a straight edge along the base of the washout, then drop a line to the rear edge of the seat and mark the straight edge where the line touches it. Measure from this chalk mark to the centre of the closet outlet, which gives the exact measurement to the centre of bend to the finish of the room in which the closet is to set. In setting up the closet place a rubber joint upon the coupling of the washout which, prevents any breakage from vibration or the settling of buildings. A good joint of this kind is essential in all washouts."

MERITS OF IRON AND STEEL PIPE.

The National Labor Tribune, Pittsburg, has a pertinent and significant editorial, treating of the much discussed merits of iron and steel pipe. It seems from this that in some quarters there is a decided opinion in favor of iron, and some marked change as to the favor given its steel successor. Experiments covering some six years have led to this change of front, which if as stated will give a new impetus to the puddled iron industry. It is claimed on part of the iron pipe, that it is less susceptible of rust, corrodes less quickly, and is less liable to electrolysis, a new element of danger that has been strongly developed by the electric undercurrents now so common in streets traversed by electric railways. There may be a division of opinion on the matter named, but that divergence of opinion in itself leaves a margin for a revised use of iron pipe.

PLUMBING AND BUILDING NOTES.

Building permits were issued in Toronto during June to the value of \$90,800, as compared with \$100,430 in June, 1895. The value of permits issued during the first six months of the year was \$345,300, as compared with \$837,170 for the first six months of 1895. The prospects are far from bright, as very few large buildings are being planned.

Plans have been filed for the reconstruction of the McKendry building on Yonge street, Toronto, at a cost of \$9,000.

Permits have been issued to the Separate School Board, Toronto, for the erection of a

two-storey brick school on the east side of Bathurst street, near Bloor, to cost \$4,000.

Mr. T. R. Whiteside has taken out a permit for three brick-fronted dwellings at 176, 80, 80½ Sumach street, Toronto, to cost \$2,600.

City Commissioner Coatsworth, of Toronto, has issued permits to D. Selway for the erection of a two and a half-storey brick dwelling at 247 Broadview avenue, to cost \$2,000; to Joseph Simpson for the erection of a three-storey brick warehouse on the north side of Esplanade street, near Berkeley street, to cost \$7,000; and to G. J. Gibson, for the erection of a pair of semi-detached two-storey and attic brick dwellings on east side of Trilly street, just north of Queen, to cost \$4,000.

Julien Gilbert has started into business as a plumber in Montreal.

WHY A PLUMBER DOES HOT AIR WORK.

A witty Kansas City plumber had the following in a recent issue of Domestic Engineering.

You ask me why I have gone into the hot air field.

Listen!

If you must fight, hit the other fellow good and hard on the apex of the chin, or any other good old place where it will do the most damage, and hit him first.

That's why I have leaped into the hot air heating arena to-day, defying all tinkers and stove men who have commenced to do alleged hot water and steam heating.

It is time that plumbers and fitters took this kind of a stand, I think. With the rubber hose trade gone into the department stores and hardware stores, the pump trade likewise, the sewer pipe biz. into the lumber dealers' clutches—now comes the stove man and the tinker, and with the assistance of a scrap iron tea-kettle, called by courtesy a hot water heating apparatus, these tinkers have

Campbell Bros.' celebrated

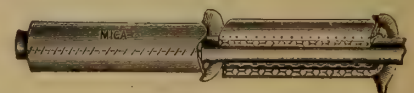
Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

SAFETY . . . BARB WIRE

We beg to advise the trade that we have made arrangements with the Safety Barb Wire Co. to supply their specialties:

SAFETY BARB WIRE
SAFETY "PERFECT"
ROSS BRAID

The services of Mr. C. H. Howard have been secured, who will give this department personal attention.

NOTE.—We have a large stock of Glidden, 2 pt., and Lock Barb, 4 pt. Wire and Wire Nails. Orders filled the same day as received.

ONTARIO LEAD AND BARB WIRE CO., LTD.

May 26th, 1896.

55, 57 and 59 Richmond Street East . . . **Toronto**

commenced to cut like the mischief on hot water and steam jobs.

They can delude owners, letting them have work at less than cost, and making up their losses on hot air furnaces.

Something had to be did. I find that I can hire a hot air furnace man just as cheap as anybody. The work is one-tenth as hard to figure as steam or hot water heating. I have a chance to say to the owner who thinks he can't afford the best heat, "Well, if you don't feel like putting in steam or hot water, if you want to pay a good, fair price for a first-class hot air furnace, I'm with you on that," and you have a chance to play even with tinkists, who will figure a zero margin on steam and water and a long price on hot air.

DISPLAYS.

NO matter how meritorious a window display may be in itself, it is always advisable where possible to relieve the monotony by some light humorous feature, which can generally be introduced in a manner closely connected with the goods

themselves or in the window cards calling attention to them, says a writer in Stoves and Hardware Reporter. It will pay the merchant and his clerks to direct their thoughts in this channel in their spare moments and try to devise something that, while serving to amuse the passers-by, will fix the displays made more firmly in their minds. A window card was noticed in a men's furnishing goods store the other day, which is undoubtedly helping to increase the merchant's sales. It was attached to a display of fast black half-hose. The card was a white one with black borders, and bore the following legend: "Obituary. Hermsdorf dyed this week, 25 and 50 cents." This is given simply as an instance of the effectiveness of the use of wit of a delicate kind in window work. Coming closer home we noticed a little device equally worthy of notice in the window of a hardware store. The window was full of seasonable goods, and in front, against the pane, a large card was suspended on which a steel game trap was fixed ready for business, and above the trap was the simple statement, "A Spring Opening."

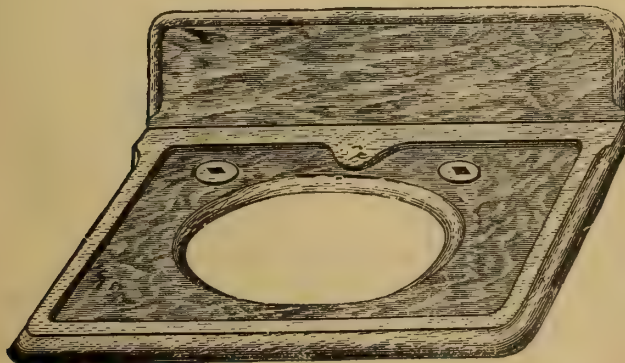
THE TRAVELING MAN.

Nobody knows what traveling men eat,
Nobody knows where traveling men sleep,
Nobody knows the dangers they meet,
Or how they must hustle positions to keep.
He works thro' the day and travels at night,
And his "boss" thinks, of course, that's perfectly right.
He rides on the "Limited"—most always she's late—
But oftener takes the slow local freight.
He fits thro' the land, welcomed by all,
Occasionally using unlimited gail,
While his firm sit at home, counting away
The cost of his trip and average per day.
He's the soul of good cheer, and knows how to tell
The latest jokes out—and does it quite well.
He avoids all hotels and towns that are "bum,"
But where he does go, you'll always find fun.
He doesn't play cards, but will gladly help out
If you need a fourth hand, should he happen about.
But the world moves along, and the traveling man, too,
Making sunshine for some and wealth for a few.
Then honor his calling, wish him long life,
Continued success and a good little wife.
Let's help him along and do what we can
For the friend of the trade—the traveling man.
—Max Robinson, Savannah.

About 2 o'clock Friday morning three burglars entered B.C. Hubbell's store at Marmora, Ont., and blew open his safe, getting about \$50. The explosion was so great that it broke the front windows and sash. The burglars were seen coming out, and were traced to Central Ontario Junction, where they boarded the express going west. They were closely chased by wire, and the Chief of Police of Peterboro arrested two of them. The third made his escape.

ITALIAN and TENNESSEE Marble Slabs

LAVATORIES



"Macfarlane's" Metallic Enamelled Iron Baths.

Porcelain Enamelled Iron Baths.

"Royal" Porcelain Baths.

"CORBALS BEST BEST" GALVANIZED SHEET IRON.

Guaranteed to double seam with and across the grain.

THE LEADING BRAND

THOMAS ROBERTSON & CO.

— MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W C. ALLISON, with general stores at Oil City and Whitby, has assigned to John Smith.

The Erie Iron Works Manufacturing Co., St. Thomas, is being wound up.

P. St. Jean, general merchant, Magog, Que., is in financial difficulties.

A. Roberts & Co., general merchants, Wapella, N.W.T., have assigned.

Gorman Bros., general merchants, Renfrew, will meet their creditors on July 3.

E. Leclerc, trader, Montreal, is absent, and a meeting of creditors will be held July 9.

D. F. McRae, general merchant, Baddeck, N.S., is offering to compromise at 50c. on the dollar.

A winding-up order has been granted in the matter of the Holmes Electric Protection Co. for Canada, Montreal, and a meeting of creditors and shareholders will be held on July 14.

Madame L. A. Sauve, general storekeeper, St. Ignace, Coteau du Lac, has assigned on demand of Thibaudeau Bros. & Co. Liabilities about \$6,000. Principal creditors: A. Racine & Co., \$1,000; Thibaudeau Bros. & Co., \$1,200.

CHANGES.

N. Blair has started a general store at Brooke, Ont.

The Shelburne Flax Co., of Shelburne, Ont., has obtained a charter.

H. Trudeau, blacksmith, Roxton Pond, Que., has removed to Granby.

SALES MADE AND PENDING.

The assets of Hurtubise & Co., hardware, Montreal, are to be sold July 6 h.

The stock of the estate of J. W. Atkins, general merchant, is to be sold this week.

The stock of the estate of E. Patton, general merchant, has been sold to H. S. Law.

The general stock of Geo. Manger, Carleton, Que., has been sold at 55c. on the dollar.

The assets of G. B. Gelinas, saw and grist mill, St. Sylvere, Que., are to be sold by auction.

The stock of Trahan & Co., general merchants, Nicolet, Que., has been sold at 38c. on the dollar.

The stock of C. C. Mills & Co., general merchants, Woodlawn, Ont., has been sold at 50c. on the dollar.

Assignee Richard Tew has disposed of the general stocks of Neil and Small, of Kincardine, for 67½c. on the dollar, to W. Murray, of the same town, and that of Neil & McKay, of Lucknow, to J. R. Grant & Co., at 55½c. on the dollar.

The stock of David Daniels, general merchant, Bracebridge and Burk's Falls, who

assigned recently, has been sold. John Dixon purchased the stock at Bracebridge, valued at \$5,200, at 66¾c. on the dollar. The Burk's Falls stock, valued at \$2,000, was sold to S. E. Bruce at 60c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

James B. Campbell and W. Pratt have registered a partnership in Montreal as proprietors of the Acme Can Works.

T. Crevier & Fils, founders, Montreal, have dissolved; Toussaint Crevier continues; style as before.

H. Valiquette and A. Mennier have registered a partnership in Montreal to carry on business as blacksmiths, under the style of Valiquette & Mennier.

The Kamloops Electric Light Co., Kamloops, B.C., have made application for dissolution.

FIRES.

The premises of J. M. Downes, pattern maker, Toronto, have been partially damaged by fire.

DEATHS.

Asa Robbins, trader, Tusket, N.S., is dead.

W. Dimock, hardware, Windsor, N.S., is dead.

H. Hachey, general merchant, Bathurst, N.B., is dead.

W. Waterman, hides, etc., Charlotte town, P.E.I., is dead.

Andrew Doug'as, general merchant, Stanley, N.B., is dead.

W. Workman, of W. & F. Workman, hardware, Stratford, is dead.

J. Richer, of Richer & Co., general merchant, St. Anne, Man., is dead.

SOME JAPANESE ALLOYS.

Following is the composition of a number of Japanese alloys, hitherto kept a close secret, and now revealed by workmen engaged in making them: The "Shadko" is an alloy of copper and from 1 to 10 per cent. of gold; the objects are placed in a mordant of sulphate of copper, alum and verdigris until they have assumed the copper-red or blue-black hue of sword sheaths and decorative articles. "Gni-shi-bu-ichi" is a copper alloy with 30 or 50 per cent. of silver of the well-known gray color. "Mokume" is a compound of several alloys. About 30 plates or foils of gold, "shadko," copper, silver and the last-mentioned alloy are soldered together, holes are made, the plate hammered out and put in the mordant. The finest Japanese brass, "Sin-chu," consists of ten parts of copper and five of zinc. Bell metals, "Karakanel," are made of ten parts of copper, four of tin, one-half of iron, one and one-half of zinc, the copper being melted first and the other metals added in the above order. Other proportions give inferior bell metals.—Tin and Terne.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents ^{Trade Marks}
Etc. **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

CENTRAL
Business College

Toronto, Ontario.

Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting.

An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

Address

W. H. SHAW, Principal,

Cor. Gerrard and Yonge Sts.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

to any address on receipt of

HARDWARE AND METAL, Toronto

NORTHERN ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

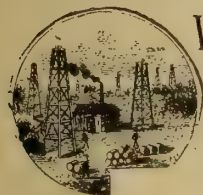
NOW IS THE TIME TO SELL
CHURCH'S
 Potato Bug Finish
 Ready for use dry.

WILLIAM HILL, AGENT,
 327 St. James Street, MONTREAL

"SAMSON" BRAND
PORTLAND CEMENT

Guaranteed equal to the best imported.
 Orders respectfully solicited.

Address—Owen Sound Portland Cement Co.
 Or—Shallow Lake, Ont.,
 John Lucas, 377 Spadina Ave., Toronto



VanTuyl & Fairbank
 Petrolia, Ont.

Headquarters for . .
 Oil and Artesian Well
 Pumps, Casing, Tubing,
 Fittings, Drilling
 Tools, Cables, etc.



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
 577 Craig Street, Montreal.



THE
MCLEOD & HENRY CO.
 MANUFACTURERS OF
FIRE BRICK
 IN ALL ITS BRANCHES—TROY N.Y.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ISLAND CITY
Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

SOME REMARKS ON DISCOUNTING.

BEING impressed with the ignorance that seems to prevail among business men in regard to discounting, which occupies considerable attention, especially in the ironmongery trade, says a writer in Ironmonger, I should like to show through the medium of your paper how to lighten the labor. The idea may not be new, and may have been practised by many for a long time; but what I think is that what I am about to write should be more widely known.

I instance the case of a certain merchant who had written several firms in the enamelware line for their respective prices for a list of articles detailed. He received in due course all the quotations in net prices except one which the representative of the firm personally presented, with a discount of, say, 30 per cent off the whole. In order to compare each maker's prices the latter had to be reduced to the net, and this is how buyer and seller set to work: Suppose the item to be enamelled stew-pans at 4s. 5d., 5s. 4d., 5s. 9d., 6s. 10d., 8s. 3d., 30 per cent. The book was, of course, produced, 30 per cent. turned up, and then the art of subtraction in each case proceeded. Why did they not look up 70 per cent., the remainder of 100, to show the net at a glance? Just because they did not know any better. The practice I uphold is safer than the usual method, as it does away with the risk of making a mistake in subtracting. But some of your readers may say, when they peruse this, that one would be just as liable, if not more so, to make a mistake in finding the remainder of the hundred as in the case of subtracting which I have shown. From experience I can say that I soon became acquainted with this method, although my assistant had some difficulty in the matter, and for him I constructed a table something like the following:

For remainder, after deducting.			
10 per cent	see 90	20 per cent	see 80
12½ "	87½	22½ "	77½
15 "	85	25 "	75
17½ "	82½		

and so on to 90, see 10. For 75 per cent. extend a quarter of the gross amount.

If the discount should be, say, 68¾ per cent., as I have had it, then apply the above principle, and look up the remainder of 100, which is 31¾ per cent.

I may here state my experience of the above method, which I have practised for several years in the checking of all invoices of goods bought, and also for inventories of stock. Especially in the latter have I found the plan to work most satisfactorily, as I have been more correct and done the same work in less than half the time that I would have taken had I done as the gentleman referred to above. I think that wholesale merchants, when invoicing discounted goods, might adopt the above method with advantage.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

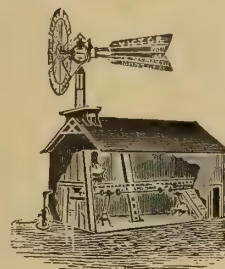


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon



WIND..
MILLS

House and all other kinds of Pumps, Pump Cylinders for deep bored wells.

Manufactured by
THE NATIONAL
PUMP WORKS
 Send for prices. Montreal

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
 MONTREAL.

BRAND "C.I.F." THREE RIVERS
 PLANTS AT

Radnor Forges, Que. Three Rivers.
 Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetters

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, July 3, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.
I.C., usual sizes	\$5 00
I.X., "	6 25
I.X.X., "	7 50

J. R. & Co.—

I.C.	5 00
I.X.	6 25
I.X.X.	7 50

Raven & P. D. Grades—

I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.X.X., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X., "	4 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 25	
I.X., Terne Tin	7 50	
I.X., Orion	7 50	

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs	0 06
14x60, "	0 06½
14x65, "	0 06½

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
26 "	0 06½	
28 "	0 07½	
Allandale, I.C.	2 30	3 00
I.X., "	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs.	Base Price.
Refined "	2 35
Horse Shoe "	2 60
Band "	2 75
Hoop "	2 30
Swedish "	4 00
Sleigh Shoe Steel "	4 25
Tire Steel	3 00
Machinery "	2 75
Cast Steel, per lb.	0 10
Russian Sheet, per lb.	0 10½
Tank Plates, 1-5 and thicker.	2 00
Boiler Rivets	4 50

Boiler Tubes.

2-inch	0 10½
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
½ "	2 35
¾ " and thicker	2 25

Sheet Iron.

18 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull, 52 sheets	2 30
Half polished	2 45
All bright	2 90

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100 p.c.:	¼ to 1 in.	70 p.c.:
1½ to 1½ in., 70 and 5 p.c.:	2 to 2½ in., 70	
and 5 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades:	Per 100 lbs.
16 gauge	4 50
17 to 20 gauge	3 85
22 to 24 "	4 00
26 "	4 25
28 "	4 50

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs.	6 00
16 gauge	4 75
17 to 20 gauge	4 00
22 to 24 "	3 75
26 "	3 35
28 "	3 25
30 "	2 95
32 "	2 85
34 "	2 75
36 "	2 50
38 "	2 70

Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards.	0 13	0 50
Jack chain, double, per doz. yards.	0 15	
Jack chain, brass, single, per doz. yards.	0 20	10

Copper.

Ingot.		
English B. S., ton lots	0 13	
Lake Superior	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
round and square 1 to 2 inches.	0 18	0 19
NOTE.—Complete lengths about 15 feet from 3 to 5 cents a pound.		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27
---	------	------

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
35 to 45 "	0 15	0 15½
50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb.	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	
27 to 30 "	0 21	0 23
30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb.	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb.	0 03½	0 03¾
Domestic, per lb.	0 03	0 03½
Bar, 1 lb.	0 04½	0 04¾
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount. NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Pe
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	0 09
Other makes, per lb.	0 08

Anti-Friction Metal.

"Beaver" brand	\$0 20
----------------------	--------

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros. Genuine	6 00
" Decorative	5 75
" No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto) James' genuine	5 75
No.	5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)	
Pure, per gallon	1 00
Second qualities, per gallon	0 90
Barn (in bbls.)	0 70
Sherwin-Williams	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)	
Venetian Red, per lb.	0 07
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt.	2 75	
Yellow Ochre (Royal), per cwt.	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb.		
" 100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
" Umber, "	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 12	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal.	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g.	0 85
No. 1 Carriage, per gal.	1 30
Gold Size Japan,	1 20
Pure Orange Shellac	2 10
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 40

Linseed Oil.

Raw, per gal.	0 52	0 53
Boiled, per gal.	0 55	0 56
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels	0 40
1 to 4 "	0 41
Freight allowed. Price 3c. less Toronto	

Castor Oil.

In cases, per lb	0 06½
Small lots	0 06¾ 0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)

Common	0 07½	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.	
Rim Fire Pistol, dis. 45 p. c., Amer.	
Rim Fire Cartridges, Dom., 50 and 5 p. c.	
Rim Fire, Military, net list, Amer.	
Central Fire Pistol and Rifle, 18 per cent. Amer.	
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.	
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.	
Canadian, common, 17½ per cent.	
Brass Shot Shells, 55 and 10 per cent.	
Primers, Dom., 30 per cent.	

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each 8 gauge	0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes	5 25	5 50
Chopping Axes		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		
Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	00	5 00
House.		
American, per lb	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.		
Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each..	5 00	7 50

Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. .65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross.	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per doz	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanea, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		

Clamps.		
Judds, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
Canadian, dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.		
Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.		
Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.		
Double Diamond, for 100 ft.		
Star, Per 100 ft.		
Per 50 ft.		
Size United Inches		
14 to 25	1 20 to 1 30	
26 to 30	1 40 to 1 45	
31 to 35	1 50 to 1 55	
36 to 40	2 00 to 2 05	
41 to 45	2 10 to 2 15	
46 to 50	2 20 to 2 25	
51 to 55	2 30 to 2 35	
56 to 60	2 40 to 2 45	
61 to 65	2 50 to 2 55	
66 to 70	3 00 to 3 05	
71 to 75	3 10 to 3 15	
76 to 80	3 20 to 3 25	
81 to 85	3 30 to 3 35	
86 to 90	3 40 to 3 45	
91 to 95	3 50 to 3 55	
96 to 100	4 00 to 4 05	
101 to 105	4 10 to 4 15	
106 to 110	4 20 to 4 25	
111 to 115	4 30 to 4 35	

Pilkington.		
1st break	2 70	
2nd "	2 90	
3rd "	3 10	
4th "	3 30	
5th "	3 40	
6th "	3 65	
7th "	4 15	4 68

Picture Glass.		
Pilkington's Ordinary.		
1st break	4 40	
2nd "	4 70	
3rd "	5 40	
4th "	5 90	
5th "	6 30	
6th "	6 50	
7th "	6 90	7 70

GLUE POTS.		
nned, each	0 30	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.		
P. S. & W., per doz	3 30	4 25

HAMMERS.		
Nail.		
Maydole's, dis. 5 to 10 per cent.	Can., dis 25 to 27½ per cent.	

Tack.		
Magnetic, per doz.	1 10	1 20

Sledge.		
Canadian, per lb	1 12½	0 15

Ball Pean.		
English and Can., per lb.	0 25	0

HANDLES.		
Axe, per doz., 5 p.c. rev. list.		
Store door, per doz	1 00	1 0
Chest, per doz. pairs	0 40	2 50

Chisel.		
Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.		
C. & B., dis. 35 per cent. rev. list.		

Hoe.		
C. & B., dis. 35 per cent. rev. list.		

Saw.		
American, per doz.	1 00	1 25

Plane.		
American, per gross.	3 15	3 75

Hammer and Hatchet.		
Canadian, 35 per cent.		

Cross-Cut Saw.	
-----------------------	--

KNIVES.			PLANE IRONS.			SCRAPERS.			Swedes, upholsterers', American (1 to 6 oz.)			
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.....	2 00	5	Box, per doz.....	2 10	4 50	Swedes, upholsterers', American (8 to 24 oz.)	66 3/4	60	
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.			PLIERS AND NIPPERS.			Foot, ".....	0 40	3 50	Swedes, carpet, gimp, lace brush, blued and tinned.....	40	35	
Lightning, per doz.....	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			SCREENS.			Zinc tacks.....	35	40	
Heath's, 52 1/2 p.c.			Button's Imitation, per doz.....	5 00	9 00	Window, patent, per doz....	3 50	4 50	Copper tacks and nails.....	60	30	
LADLES.			German, per doz.....	0 60	2 60	Door, per doz.....	8 75	9 00	Leather carpet tacks.....	30	65	
Melting, per doz.....	1 70	4 50	PLUMBS AND LEVELS.			SCREW DRIVERS.			Trunk nails, black and tinned.....	65	66 3/4	
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			Sargent's, per doz.....	0 65	4 00	Clout nails.....	45	45	
Porcelain lined, per doz.....	2 20	5 60	POPPERS.			SCREWS.			Lining nails in papers.....	15	15	
Galvanized, ".....	1 87	3 85	Corn, square, per doz.....	1 35	2 00	Wood, F. H., iron, and steel, dis. 80 p.c.			" " " in bulk.....	15	15	
King, wood, ".....	2 75	2 90	PRUNING SHEARS.			" R. H., " dis. 75 p.c.			" " " solid heads, in bulk.....	42 1/2	42 1/2	
" glass, ".....	4 00	4 50	Per doz.....	4 00	5 50	" F. H., brass, dis. 77 1/2 p.c.			Saddle nails in papers.....	10	10	
All glass, ".....	1 20	1 30	PULLEYS.			" R. H., " dis. 72 1/2 p.c.			" " in bulk.....	15	15	
LINES.			Hothouse, per doz.....	0 55	1 00	Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			Tinned capped trunk nails.....	15	15	
Fish, per gross.....	1 05	2 50	Axle.....	0 22	0 33	Bench, wood, per doz.....	3 25	4 00	Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.			
Chalk, ".....	1 90	7 40	Screw.....	0 27	1 00	" iron, ".....	4 25	5 75	TAPE LINES.			
LOCKS.			Awning.....	0 35	2 50	SCYTHES.			English, ass skin, per doz.....	2 75	5 00	
Canadian, dis. 50 p.c.			PUMPS.			Discount, 60 p.c. revised list.			English, Patent Leather.....	5 50	9 75	
Russell & Erwin, per doz....	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			Canadian, dis. 40 to 45 p.c.			Chesterman's, each.....	0 90	2 85	
Cabinet, ".....			Pitcher spout, 70 to 70 and 5 p.c.			SHEARS			" steel, each.....	0 80	8 00	
Eagle, dis. 40 to 42 1/2 p.c.			Canadian cistern, 60 to 62 1/2 p.c. from factory.			B. & W., janned, dis. 75 p.c.			THERMOMETERS.			
Padlock, ".....			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.			
English and Am., per doz.....	0 50	6 00	PUNCHES.			Seymour's, dis. 60 p.c.			THIMBLES.			
Scandinavian, ".....	1 00	2 40	Saddlers, per doz.....	1 00	1 85	Etna, dis. 75 to 75 and 10 p.c.			Asbestos, filled, per doz., 35 to 40 p.c.			
Eagle, dis. 15 to 17 1/2 p.c.			Conductors, ".....	9 00	15 00	Heinisch, dis. 60 p.c.			TIES.			
MALLETS.			Tinners' solid, per set.....	0 00	0 72	Bristol, janned, 80 p.c.			Cow, per doz.....	1 25	2 50	
Tinsmiths', per doz.....	1 25	1 50	" hollow, per inch.....	0 00	1 00	" N.P., dis. 70 p.c.			TINNERS' TOOLS.			
Carpenters', hickory, per doz.....	1 25	3 75	PUTTY.			Clauss, full nickel, 60 p.c.			P. S. & W., net list.			
Lignum Vitae, per doz.....	3 85	5 00	Bladder, per lb.....	0 17	5 75	" janned handles, 67 1/2 p.c. off.			Canadian, 35 to 37 1/2 per cent.			
Caulking, each.....	1 60	2 00	Tins, lbs.....	2 50	2 75	Seymour or Heinisch tailor shears, 15 p.c.			TINWARE.			
MATTOCKS.			RAIL.			Sliding door, per set.....	0 77	1 40	Stamped, dis., Assn. list, 80 per cent			
Canadian, per doz.....	8 50	10 00	Barn door, per foot.....	0 03	0 03 1/4	SHOVELS AND SPADES.			Janned, prices on application.			
MEAT CUTTERS.			Sliding door, ".....	0 03 1/4	0 03 1/2	Canadian, dis. 42 1/2 p.c. special brands net price.			Pieced, prices on application.			
Enterprise, American, dis. 25 p.c.			Lanes, ".....	0 03 1/2	0 03 1/2	SIEVES.			TRANSOM LIFTERS.			
MINCING KNIVES.			RAKES.			Wood rim, black, per doz....	1 05	1 10	Payson's, per doz.....	2 60		
American, per doz.....	0 42	2 35	Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.			" " " tinned, ".....	1 25	1 35	TRAPS. (Steel.)			
MOLASSES GATES.			Wood, 25 per cent.			Tin rim, per doz.....	2 30	2 45	Game, Newhouse, dis. 33 1/2 to 35 p.c.			
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			RAZORS.			" black.....	1 80	2 25	Game, H. & N., P. S. & W., 62 to 60.10.			
NAILS.			Geo. Butler & Co.'s, per doz..	8 00	18 00	SNAPS.			Game, steel, 70 to 70 and 5 p.c.			
Cut Nails (Iron)—			Baker's, ".....	7 50	11 00	Harness, German, dis. 35 to 37 1/2 p.c.			Mouse, per doz.....	0 35	1 50	
1. Either Canada or American pattern—			Wade & Butcher's, ".....	3 60	10 00	Acme.....	3 00	5 00	Rat, per doz.....	1 40	6 00	
Basis—30 to 60 dy.....	2 75		Arhenz's, ".....	9 00	18 00	Lock, Andrews.....	4 50	11 50	TROWELS.			
40 dy.....	2 80		Theile & Quack's ".....	7 00	12 00	SOLDERING IRONS.			Disston's, discount 10 per cent.			
30 dy.....	2 85		RAZOR STROPS.			Per lb.....	0 00	0 24	German, per doz.....	4 75	9 00	
20, 16, and 12 dy.....	2 90		Currier's, per doz.....	1 25	3 60	WROUGHT SPIKES.			Brade's ".....	5 00	10 50	
10 dy.....	2 95		RIVETS AND BURRS.			Discount, 20 per cent.			D. & S., discount 35 per cent.			
8 and 9 dy.....	3 00		4 mos. or 3 per cent. cash 30 days			SPOKE SHAVES.			Butter, per doz.....	6 25	9 00	
6 and 7 dy.....	3 15		Copper rivets, dis. 50 per cent.			Wood, English.....	1 8	5 00	TWINES.			
American pattern only—			Iron " dis. 55 and 10 per cent.			Iron, American.....	1 35	2 35	Bag, Russian, per lb.....	0 21		
From 4 to 5 dy.....	3 35		Tinned and black rivets, 55 per cent.			SPOONS AND FORKS.			Wrapping, mottled, per pack.....	0 50	0 60	
3 dy (lath).....	3 75		Burrs, iron or steel, 50 and 10 per cent.			Tea spoons, per gross.....	7 50	12 00	Wrapping, cotton, per lb.....	0 17	0 18	
3. Canada pattern only—			Terms, 4 mos. or 3 per cent. cash 30 days.			Dessert, ".....	21 00	00 00	Matress, per lb.....	0 33	0 45	
From 4 to 5 dy.....	3 25		RIVET SETS.			Table, ".....	30 00	00 00	Staging, ".....	0 27	0 35	
3 dy (lath).....	3 65		Canadian, dis. 30, 35 per cent.			Dessert Forks, ".....	24 00	00 00	Broom, ".....	0 30	0 55	
3 dy, A. P. line.....	4 35		ROPE.			Medium ".....	27 00	00 00	VICES.			
Car lots 10c. less. Rebate of 5 per cent. to retailers.			7-16 in. and larger, per lb. 6 3/4	00	9	Table ".....	36 00	00 00	Hand, per doz.....	4 00	6 00	
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.			1/4, 5-16, 3/8 in.....	7 1/4	00	SQUARES.			Bench, parallel, each.....	2 00	4 50	
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kgs or more			Cotton.....	15	17	Iron, per doz.....	1 65	2 90	Coach, each.....	6 00	7 00	
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent			Russia Deep Sea.....	00	13	Steel, dis. 65 to 65 and 10.			Peter Wright's, per b.....	0 12	0 13	
NAIL PULLERS.			Jute.....	6 3/4	7 1/2	Try and bevel, dis. 50 to 52 1/2 p.c.			Pipe, each.....	5 50	9 00	
German and American.....	1 85	3 50	RULES.			Fence, galvanized.....	0 03 1/2		Saw, per doz.....	6 50	13 00	
NAIL SETS.			Boxwood, dis. 80 and 5 to 10 p.c.			STAPLES.			WASHER CUTTERS.			
Square, round, and octagon, per gross.....	3 38	4 00	Ivory, dis. 37 1/2 to 40 p.c.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			Per doz.....	4 00	8 50	
Diamond.....	12 00	15 00	SAD IRONS.			STOCKS AND DIES.			Washers "Iron," 40 per cent., 4 months or 3 per cent.			
NETTING.			Mrs. Potts, per set.....	0 65	1 00	American, dis. 25 p.c.			WELL WHEELS.			
Poultry, 65 and 10 to 70 per cent.			" N.P., per set.....	0 00	1 90	STOVE POLISH			Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00	
OIL.			SAD HEATERS.			gross. 1/4 gross. doz.			WIRE.			
Canada refined oil (Toronto).....	0 16	0 16 1/2	Dome, Shepard's, per doz....	4 75	5 00	Scientific Stove Pipe.....	9 00	2 50	90	Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Carbon safety ".....	0 18	0 00	SAND AND EMERY PAPER.			Varnish.....	12 00	1 25		Copper Wire, 10 per cent. rev. list discount.		
Canada w. w. ".....	0 18	0 00	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Stove Paste (5 lb pails) 60c. each.....			6 00	Annealed, annealed and oiled, galvanized		
American w. w. ".....	0 00	0 21	Emery, per quire.....	0 55	0 90	Scientific Furniture.....				20 per cent. discount.		
Pratt's Astral.....	0 00	0 22	SASH CORD.			Polish.....				[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
OILERS.			Per lb.....	0 22	0 50	Scientific Carriage Top.....				Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.		
McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50	SASH LOCKS.			Dressing, 1/2 pints.....				Broom Wire, per lb.....	0 05 3/4	0 06
Zinc and tin, dis. 50, 50 and 10.			Triumph and Morris, dis. 37 1/2, 40 per cent.			Scientific Carriage Top.....				Clothes Line Wire, 19 gauge, per doz. coils.....		3 95
Copper, per doz.....	1 25	3 50	Kempshell's, dis. 40, 62 1/2 per cent.			Dressing, pints.....				WIRE FENCING.		
Brass,.....	1 50	3 50	Canadian, dis. 45, 50 per cent.			Scientific Enamel Paints.....				Galvanized, 2 barb, 2 1/2 and 5 inches apart.....	3 00	
Malleable, dis. 25 per cent.			SASH "LIGHTS.			Scientific Stove Enamel.....				Galvanized, 4 barb, 4 and 6 inches apart.....	3 00	
PAISLS.			Sectional, per 100 lbs.....	1 40	1 50	Washita, per lb.....	0 28	0 50		Galvanized, plain twist, all delv'd.....	3 00	
Galvanized, per doz.....	2 25	3 30	SAWS.			Hindostan, ".....	0 06	0 07		Plain twist.....	3 00	
PENCILS.			Crosscut, McMillan & Haynes, ".....	0 40	0 70	slips, per lb.....	0 09	0 09		Steel Staples.....	0 90	3 00
Dixon's, per gross.....	1 00	4 25	" Empire, ".....	0 00	0 70	Axe, ".....	0 00	0 13		Terms, 60 days, or 2 per cent. in 30 days		
" Carpenter.....	2 25	3 60	per ft.....	0 00	0 70	Turkey ".....	0 00	0 15		Freight prepaid of 1,000 lbs. or over.		
PICKS.			Hand, Disston's, dis. 12 1/2 to 15 p.c.			Arkansas ".....	0 00	0 50		WIRE CLOTH.		
Per doz.....	6 00	9 00	S. & D., 40 to 40 and 10 per cent.			Water-of-Ayr ".....	0 00	0 10		Ordinary, discount 25 per cent.		
PICTURE NAILS.			Crosscut, Disston's, per ft.....	0 35	0 55	Sythe, per gross.....	3 50	5 00		Painted Screen, per 100 sq. ft. 1 50		
Porcelain head, per gross.....	1 65	3 00	S. & D., dis. 35 p.c. on Nos. 2 and 3.			Grind. per ton.....	15 00	18 00		WRENCHES.		
Brass head,.....	0 40	1 00	Hack, complete, each.....	0 75	2 75	TACKS, BRADS, ETC.			Cheese-box tacks, blue.....	66 3/4		
PLANES.			frame only.....	0 00	0 75	Cheese-box tacks, black.....	66 3/4			Trunk tacks, black.....	66 3/4	
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			SAW SETS.			B.B.B. iron carpet, tinned.....	60			" " " tinned.....	60	
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			" Lincoln, ".....	0 00	7 50	B.B.B. iron carpet, bright or blued (in kegs).....	30			B.B.B. iron carpet, tinned (in kegs).....	30	
Bailey's (Stan. R. & L. Co.), 50 per cent.			Haynes, per doz.....	0 00	7 50	B.B.B. cut tacks (in bulk).....	40			B.B.B. cut tacks (in bulk).....	30	
Miscellaneous, dis. 25 per cent.			Whiting.....	6 87	7 00	" (in dozens, 1 to 6 oz.).....	45			" (in dozens, 8 to 24 oz.).....	30	
Bailey's Victor, 25 per cent.			SCALES.			" " " weights.....	40			" " " tinned.....	45	
			Gurney Scales, 50 p.c.			Swedes, cut tacks, genuine, blued and tinned.....	52 1/2			Swedes, cut tacks, genuine, blued and tinned.....	52 1/2	
			B. S. & M. Scales, 50 p.c.			Swedes, upholsterers', genuine.....	50			Swedes, upholsterers', genuine.....	50	
			Champion, 60 per cent.									

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

Grip Ice Tongs

(Patent applied for.)



FEATURES:

Light, Strong, Easy Catch, Sure
Grip, Easy Release.

Manufactured by . . .

COOKE HARDWARE CO.

24 Hunter St.

HAMILTON, CANADA

Seasonable Goods

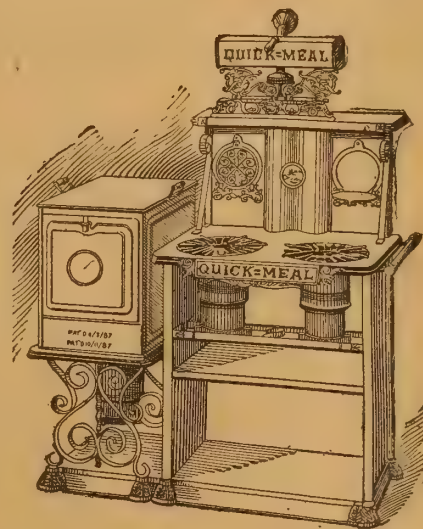
That everybody wants are

OXFORD GAS RANGES

Noted for their strict mechanical perfection, and made
in so many different sizes and styles that they will
suit everyone



and



QUICK MEAL GASOLINE STOVES

Famous everywhere for being absolutely safe, easy
to manage and handsome in appearance.

We are sole agents for Canada. Send for our
catalogues for a full account of these two lines.
You couldn't have quicker selling stock.

THE GURNEY FOUNDRY CO. LTD. TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

All are Cordially Invited . . .

To visit our Plumbing Show Room, which is now completed. We have spared no expense to make this department the finest of its kind in Canada.

It has been fitted up with the very latest Sanitary Appliances and Model Bath Rooms for the convenience of Architects, Contractors, Plumbers and the General Public. All the different Bath and Closet Combinations are under water pressure, and you can inspect them as they would appear in a private dwelling.

We, of course, confine the sale of these goods to the trade alone. However, we extend to the public a most cordial invitation to visit our new Show Room, and invite a critical examination of our goods.

The James Robertson Co., Ltd. 263-285 King St. West Toronto

CANADIAN HARDWARE AND METAL MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JULY 11, 1896

No. 28



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street

New York



CANADA.

YOU KNOW THIS BRAND

Everybody in the Hardware and Metal Trades does. It is found on about three-fourths of the Galvanized Iron sold in Canada.

Why? Because after years of experience practical men have found it the most reliable make at a moderate price.

There are LOWER-PRICED brands than

"QUEEN'S HEAD"

but there are none CHEAPER.

Largest Manufacturers under the British Flag

WHAT WE HAVE:

Castings of superb finish and exceptional quality, combined with heating power, well defined outlines, together with a perfect pipe-threaded connection between every section, vigorously supplemented with the best mechanical skill.

"Safford" "Standard" Radiators

are at all times the cheapest and most perfect Radiators in the world.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited

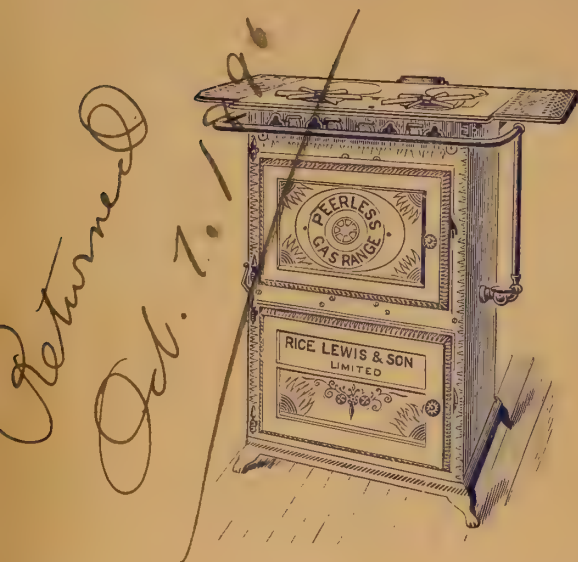
.. Toronto, Ont.



RETURNED

July 18.
1896.

To the Trade



Gas.... Stoves

Write us for Price List and Discounts.

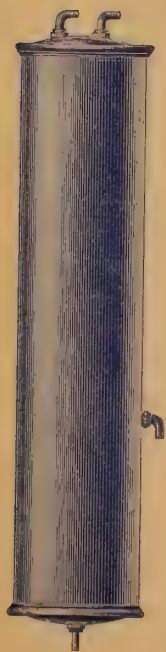
RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets.

TORONTO

Resisto



Patented.

Copper Range Boilers

If you wish to keep
pace with the age,
use Copper Boilers.

The Booth Copper Co., Ltd.

TORONTO

FALL GOODS



Galvanized
and
Japanned

Coal Hods

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.



Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JULY 11, 1896

No. 28

The MacLean Publishing Co., Ltd.

TRADE NEWSPAPER PUBLISHERS,
AND
FINE MAGAZINE PRINTERS.

J. B. MACLEAN,	HUGH C. MACLEAN,
President.	Sec.-Treas.
TORONTO, - - - - -	26 Front St. West.
MONTREAL, - - - - -	Board of Trade Building,
	Telephone 1255
LONDON, ENG., - - - - -	Canadian Government Offices,
	R. Hargreaves, Representative.

Subscription, \$2.00.

Published Weekly.

CANADA AND THE SILVER QUESTION.

CANADA is not a part of the United States, but we are not uninterested spectators of the battle of the standards that is now being waged so fiercely in the Union.

It could not well be otherwise. Over 43 per cent. of our total foreign trade last year was done with that country: We sold it \$41,297,676 worth of goods and bought from it \$54,634,521 worth. And the strength which the free silver forces have developed during the last few weeks alarms Canadians as well as the sound money men of the United States, the difference only being one of degree.

Canadians realize that the triumph of the free silver men would mean the triumph of unsound business principles over sound, and that wherever such conditions exist trade and commerce must suffer.

We, in this country, have learned from experience that what injuriously affects the trade and commerce of the United States, injuriously affects the trade and commerce of the Dominion. It may be indirectly, and certainly to a lesser extent, but it affects it nevertheless.

A man cannot earn a convict's garb and keep his character, neither can the United States adopt the unsound platform of the silverites and preserve its credit. And when a nation, like an individual, has poor credit, good morning.

The chief functions of money are (1) medium of exchange, (2) standard of value.

It may not necessarily be gold that must perform the office of medium of exchange. There are many commodities that may be capable of performing it. But it is usually one article that is selected, either by force of circumstances or by force as money par excellence.

That which is selected as the standard of value must necessarily be something in which people have confidence, for it is the measure by which future payments are to be made. When one man loans another, say a bushel of peas, he expects that that which is returned will be measured out by a vessel which contains the same capacity as the original bushel, no matter by what term it may be known. If he did not he would not loan. To stipulate that a creditor may pay his debts by either silver or gold at the ratio of 16 ounces of the former to one of the latter, which is an arbitrary and not the marketable value by a wide margin, is like permitting a man who has borrowed a bushel of peas to return two pecks in payment thereof.

As a matter of fact there cannot really be two standards of value, at least unless the two commodities composing the standard bear an exact ratio to each other as far as value is concerned, and the masses have no more preference for the one than have the other. As Jevons says: "There cannot be two different parallel standards used both at the same time; and though it is not uncommon for a state to coin moneys in two metals, and have its subjects to pay in one or other at will, yet one of the two is generally recognized as the standard of value."

There is a law that is as unalterable as that of the Medes and Persians, and that is that bad money always drives away good money.

If a pound of lead will be taken in payment of a debt in lieu of a pound of gold, the creditor will, of course, pay in the former commodity; and what one would do everyone would do.

The same principle applies to money where there are two mediums; the cheaper medium will be retained in circulation, while the dearer will disappear, whether the latter be gold or silver.

Silver to-day is bad money; it is unpopular money. With gold and silver as standards at the ratio of 16 to 1, the former will disappear from the United States just as surely as did last winter's snow before the summer's sun. And the same would be the case were the relative values made in keeping with the market values of the two metals, for the weight of the silver dollars would make them a thing to be abhorred.

TARIFF REVISION.

WHILE it is certain that in this year of grace there will be no revision of the tariff, it is just as certain that the beginning of the next year will see the work undertaken.

The views of the people as to how deep or how wide the work of the reviser should go are no doubt in the main governed by political sympathies. But whether we take the result of the recent election contest as an indication or no, there is a general opinion among those who are not strongly partisan on either side that the tariff as it now stands is a fit subject for a little overhauling. Some want the tariff lowered here; others want it raised there. In fact, had there been no change in the Government, we would in all likelihood have seen changes more or less important made before a great while. Indeed, not a session passes but changes of more or less importance are made. Conditions change, and so must tariffs.

The last revision of the tariff was such a bungling job that most business men realized that it would have to be done over again before long.

There are unquestionably anomalies in the tariff as it exists to-day. And when we speak of the tariff we also have reference to the regulations which govern the same. Many of these anomalies can no doubt be removed. Others probably cannot. Wherever there is a law somebody feels that he has a grievance under it. And wherever there is an instrument, the work of human hands, we must expect imperfections.

A perfect tariff law we cannot get. What we want and the best we can get is one that will not unnecessarily impose burdens on anyone; one, in a word, that will be for the greatest good of the greatest number. If we are to get a tariff of this character we must not look to the professional politician for the desideratum.

We do not advocate the removal of the tariff from politics. You cannot take the tariff out of politics. Take it from Parliament and hand it over to a band of purely business men, you do not take it, strictly speaking, out of politics, for at that board you will find men of divergent views as to the fiscal trade policy of the country just as you will in Parliament. The only difference, though it is an important one, will be that the aggregation of business men will have a more practical knowledge of their subject, and consequently will deal more intelligently with it than would the aggregation of parliamentarians.

What we want is a business-like tariff—a tariff for the manufacturer, for the merchant, for the farmer, for the consumer.

The trouble with the tariffs of the past is that they have been framed by the politician for the politician. Ostensibly they have been framed for the industrial interests of the country, but in reality they have been shaped more with regard to the exigencies of the politicians than the interests of business men.

The tariff this country needs will not be turned out from the mold created by the free trade theorist; not by the mold formed by the protection theorist: That which has been created on a business basis is the ideal and that alone will suffice.

In order to the creation of such a mold as that it is necessary first of all that the needs of the country should be ascertained. And the only way to ascertain these is by the appointment of a commission; not a commission of politicians, but one representing the different interests affected by such an instrument as a tariff on imports, and composed of men outside Parliament.

The result of the recent contest cannot be taken as a ground-

work upon which to remodel the tariff, granted even that it was a triumph of one class of tariff doctrinaires over that of another class.

A commission such as that suggested would collect that material so desirable in tariff modelling, and yet which one thousand general elections could not collate. By the time the House is ready to consider the tariff the commission could have the report printed and ready for the guidance of the Government and Parliament. And the tariff could thus be better as well as more expeditiously revised.

Such a report would be a most valuable document to business men, newspaper men, etc., but its value to Parliament as a basis on which to frame a tariff law would be incalculable. Let us have it.

DIFFICULT TO FILL ORDERS.

IMPORTERS and commission men generally state that they experience considerable difficulty in filling orders for many staple lines of heavy iron material in Great Britain. This is notably the case with orders for Canada plates, but trouble is also had with tin, terne, black sheets and galvanized iron.

Canada plates, however, are the most striking instance. In their case the shutting down of several large mills owing to financial trouble has materially curtailed the source of supply, and the severe drouth now prevailing in Great Britain is felt in their case, and also in that of the other staple material.

Naturally, as a result the cable has been reporting greater strength on all of them at primary markets. So far the fact has had no influence on spot values, though it costs more to lay down Canada, tin, terne and galvanized or black sheets than it did some time ago.

Two or three importing firms in Montreal, at least, have been carrying large stocks, especially of tin plates, and the fact will tend to check advances in the east, though it may come despite this influence.

ADVERTISEMENTS OMITTED.

We regret very much that several pages of advertisements have been crowded out of this issue of **HARDWARE AND METAL**. We notified as many of the trade as possible that the number would contain the full report of the National Association meeting and that any firms wishing to make special announcements must send copy in before Thursday.

A number came in later, some with a special request that we get them in. We could only do so by delaying the paper, and as so many firms in different parts of Canada depend upon receiving their copy promptly, for its market reports, we had to issue at the regular date.

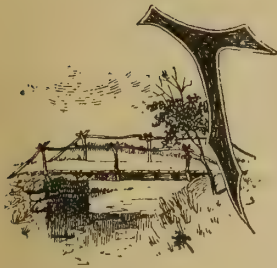
It was only after the meeting convened that the idea of a special number was suggested by some of the officers of the association. This issue was, therefore, rushed. In appearance, contents and make-up it is not what we would like it to be.

If the Association wish us to issue a similar number in connection with their next meeting and give us ample time, we will promise to turn out something more in keeping with the importance of the newly launched organization.

If the forefathers of some men had been transported convicts, they would be less inclined than they now are to boast of their ancestry, and perhaps more inclined to exercise their own energies for the securing of a livelihood.

NATIONAL MASTER PLUMBERS ASSOCIATION FOR THE DOMINION OF CANADA.

FIRST CONVENTION A GREAT SUCCESS—OFFICE-BEARERS ELECTED—A REPRESENTATIVE BODY—WILL WORK
HAND IN HAND—RECEIVED BY THE MAYOR—UNITED STATES DELEGATES—
MUCH BUSINESS AND A PLEASANT TIME.



THE formation of a national master plumbers' association for the Dominion, for which **HARDWARE AND METAL** has been working for months past, is an accomplished fact. The meeting of delegates from the different parts of Canada, convened for the purpose of forming a Dominion association, was a great success. The Montreal association had the honor of having the first convention in their city. This was but right, for not only have they the largest membership, but, belonging to the chief commercial city in the Dominion, it was but proper that they should be the chief factor in forming a Dominion organization. The convention in St. Joseph's Hall on Thursday and Friday of last week will be long remembered by those who took a part as one of the most enthusiastic meetings ever held by any body of tradesmen in the island city of Montreal.

Master plumbers have long seen that they were far and away behind other trades, in that they had no central organization to look after general interests and raise the standard of their most important trade, but it may safely be said that under the care of such an influential body as was convened last week matters will begin to have a brighter look for the master plumber. It is only by working hard together that this can be accomplished, and there is no reason to fear that in the course of a few years the National Association of Plumbers of the Dominion will take a first place among the kindred associations of the country. The delegates present were :

Montreal—Joseph Lamarche, J. W. Hughes, Alpho. Champagne, J. P. Carroll.
Kingston—J. Jamieson, R. W. Elliott.
Toronto—W. J. Burroughes, A. Fiddes, F. W. Armstrong.
London—R. J. Haslett, Wm. Smith.
Quebec—R. Sampson, O. Matte.
Ste. Hyacinthe—A. Blondin.
Ottawa—John McKinley.
Halifax—George Perrior, John Borton.
St. John, N. B.—J. H. Doody.
United States—J. F. Davlin, T. J. Tute and Isaac Riley.



JOSEPH LAMARCHE, President.

In addition to the above there were also present a number of the master plumbers of the Montreal association, and representatives from manufacturers' supply houses, as well as a number of master plumbers from the country.

THE PRESIDENT'S ADDRESS.

Mr. Joseph Lamarche, chairman of the Montreal Plumbers' Association, presided. He said: In the name of the Master Plumbers' Association of Montreal, let me thank you most cordially for

accepting our invitation. I may say that we do not want to take all the honor of having convened the convention. I may explain that members of the craft from every part of Canada have suggested such an idea. We have seen the advantages of such an association for a long time,

and I am very glad to see such a representative gathering from every part of the Dominion. Let me thank those members who have come here from the National Association of the United States. (Loud applause.) They deserve special mention, they having had the experience of the work of forming such associations there. I have no doubt, with the success that has crowned their efforts, that they will

be glad to give us the benefit of their 14 or 15 years' experience. I thank them most sincerely, and welcome them to the city of Montreal. (Applause.) There is another American here who represents The Plumbers' Trade Journal, of New York, of whom I wish to take notice, and thank him for valuable assistance. Again, in the name of the Master Plumbers' Association of Montreal I welcome you most heartily. There is no need for me to speak of the necessity of having such an organization as it is our intention to form here to-day. The master plumbers here assembled know the benefit to be derived as well as we do ourselves. Your presence is a proof that there is no time like the present for organizing it. The master plumbers of Montreal formed an association some years ago, but after a good deal of hard work it did not turn out a success. We re-united two years ago, and since then we have done good work, and I think the members of our association deserve some thanks for having encouraged others to organize in different parts of the Dominion and help us in the work of to-day. At the time of our reorganization there was probably only Toronto that had an association. I don't believe I am wrong when I say that there are now representatives from ocean to ocean. They are present to-day from London, Hamilton, Toronto, Kingston, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, N.S., Ste. Hyacinthe, Peterborough and other towns. (Loud applause.) This says much for their appreciation of the necessity of organizing. Probably it will not be out of place for me to state a few of the reasons for organizing. Many people think that we organize for the purpose only of making dollars and cents. We must let it be known at once that the reason for which we organize is principally in the interests of public health. There is no mistake in saying that many Boards of Health either do not have the



W. J. BURROUGHES, Vice-President.

knowledge appertaining to their responsibilities, or they do not care to go to the trouble of executing them. To give a proof in Montreal. Here a bylaw was passed prohibiting the use of tile pipes in buildings. A representative committee of citizens



J. W. HUGHES.
Financial and Recording Secretary.

was able to overrule this bylaw, and although the bylaw still remains it is not enforced, and bad work is allowed to be done. It could not have been for dollars and cents that this bylaw was passed at our suggestion, because more money could be made by us from repairing tile pipes than in fitting cast iron pipes. (Applause.) It is in the interests of public health. In this we are supported by medical men, and we hope that after the convention the idea of our work will

in the interests of the people will become better known. There is another reason why we should organize, and that is that plumbing work to-day is not done as it should be. One of the reasons for that is that so many men go into the trade that know little or nothing about the work. I believe that the root of this matter lies in the fact of men not having to serve sufficient length of time as apprentices. The apprenticeship question was one that the association would have to deal with. Many men worked in one place for six months or perhaps a year and then went to work in some other place, and within two years they claimed to be journey-men plumbers. This you know cannot make good tradesmen. We have got to deal with these men and see that good plumbers are turned out in the future. There is another reason why we should organize, and that is that manufacturers and suppliers of goods are organized and protected. I see no reason why the plumbers, not only in the towns, but in every part of Canada, should not be protected also. We want to live and let live. Let me thank you once more on the part of the Montreal association for having the honor of receiving you here for the first convention of the National Master Plumbers' Association of the Dominion. (Loud applause.)

The chairman next called upon Mr. T. J. Tute, of the National Plumbers' Association of the United States, to address the meeting.

ONE OF THE AMERICAN DELEGATES.

Mr. Tute said that he was very pleased to be with them that day in the interests of the trade in which they were interested. He had really not much to say after the enthusiastic and able address that they had listened to from their president. It was true they had labored for 15 years, and they had still work to do. As had been said to them by the president, their work of organizing was not to raise up monopolies, but in the interests of public health. In Boston they were at present engaged in fighting the civic authorities on the sanitary conditions of the school houses. They, as practical men, asked that they should

be put in a sanitary condition. There children came in contact with all diseases which they, as practical men, were endeavoring to stamp out. Go the world around and they would find that the mechanic had to have a certain qualification before he could work at his business, and he saw no reason why the plumber should not have a proper qualification also. They were generally met with the cry that the plumber was a thieving, robbing tradesman, but if all these favors followed them it was strange that there were so few rich plumbers. If they were to make a success of it they must be willing to stand together united and educate people up to the idea that they were fighting not at home but throughout the whole world for the good of humanity. It was by the clasping the hand of one another that they would lead the people into the paths of brightness and satisfaction. They must not sit down and let others do the work. They must all do their share of the work, as they were all one brotherhood and one family. They had his heartiest sympathy, and he was sure the association to which he belonged would give them every encouragement possible. (Loud applause.)

HOW UNIFORM RATES WERE SECURED.

Mr. J. F. Darlin, another delegate from the United States, also spoke at some length. He said that it was the unanimous vote of the American association that they should assist the Canadians in the work of organization. To have heard Mr. Tute one would have thought that the organization of plumbers' associations was merely for humanitarian purposes. Their trade was one of the best of professions. Some 14 or 15 years ago the plumbing trade was in a bad condition throughout the country, but owing to the independent stand they had taken they gained a great power with the manufacturers and supply men. However philanthropic they were they must have a fair margin of profit. They knew how things were in the past, and that a house divided could not stand. In time gone by they used to have a great difficulty in securing material at a fair margin of profit. One man might get 15 or 20 per cent., another 25, according to his standing. The house-owner used to go to a dealer and buy the material, and then go round and get some poor workman to put it in the building for almost nothing. This hurt everyone along the entire line. This was not square to the manufacturer nor to the plumber or public. When the association was organized they took up this matter, and it came to be that the plumbers got their material at a uniform rate. They could not go into a wholesale house and buy a suit of clothes, nor any other wholesale house and buy in small quantities and he saw no reason why they should do so in the plumbing business. By such a safeguard they protected the intermediate man. Now when they wanted to buy anything they



A. FIDDES, Treasurer, Toronto.



DELEGATES NATIONAL MASTER PLUMBERS' ASSOCIATION OF THE DOMINION FIRST ANNUAL MEETING, MONTREAL, JULY 2-3, 1896.

gave no trouble to the wholesale man, as they generally knew what they wanted, whereas the owner did not know really what he wanted. They must use vigilance and see that they were properly protected. There was one thing that he would like



A. CHAMPAGNE, a Montreal Delegate.

to impress upon them, and that was, as they were about to form an organization, to remember the fact that the responsibility of the association, however near or far removed from the seat of government, rested on each individual, who should bear the burden with his brother, and unless that were done the organization will prove a failure. They must take the responsibility individually. Every man had got to do his duty, and if he did it well there

was no fear but that the organization of a national master plumbers' association would be a great success. (Loud applause.)

Mr. Isaac Riley, another of the delegates from the United States, said that he was very glad to be there that day for the purpose of forming the National Master Plumbers' Association of the Dominion. As they had got a great deal of business he would not detain them at the present, but would be willing to tender his advice to them as they proceeded.

The chairman stated that as he had only occupied the chair temporarily, he would now ask them to elect a chairman and secretary.

It was unanimously decided that Mr. Lamarche be president, and J. W. Hughes, Montreal, be secretary.

A committee composed of R. F. Elliott, Kingston; F. W. Armstrong, Toronto; and O. Matte, Quebec, were appointed to examine the credentials of the delegates.

While this committee was in session the chairman called upon Mr. Burroughes, of Toronto, to say a few words of encouragement to the meeting.

MR. BURROUGHES' REMINISCENCES.

Mr. Burroughes said he was taken by surprise, but as he had got their permission he would do his best. Some years ago he took up the question of a master plumbers' association. They in Toronto had an association since 1887, and at first they got along very well and did some good work. In 1888 a serious strike broke out in midsummer, when Toronto was at its busiest. Of course, that was just the time that the journeymen plumbers undertook to take advantage of trying to make the master plumbers do what they particularly desired. The most important question at that time was the apprenticeship question. The men wanted to show the masters how they should run that particular part of their business. The masters resented this, and on this point the strike was very prolonged. The association held together remarkably well against heavy odds. Since the strike had subsided and the whole thing collapsed they had been in perfect harmony with the men and everything had gone

on nicely. There was one point that he would like to bring out in favor of affiliation with the United States. When that strike was in progress two or three of the prominent master plumbers were appointed to go to New York to engage journeymen to do their work. When they went there they engaged about 20 or 30 men, and such was the state of the trade there that when they advertised for 20 men there were generally about 200 applying. With the assistance of the New York Master Plumbers' Association and the secretary, they were able to get good men, as the secretary knew every man's ability, and their assistance in this direction was of great benefit to them. The men were brought to Toronto, but the next morning they (the masters) found that a deputation of the men had waited upon them and a number of them had joined issues with the strikers. They went again to New York, and this time they brought 40 men back with them, and the same thing happened again. The third time they went they brought back 70, and about this time the funds of the strikers commenced to get low and they were not able to pay the fares of the American men back to New York. Shortly afterwards the strike terminated and the strangers went back to their homes. That was an important reason why they should organize, for had it not been for the New York Association they would not have been able to have won their point. He hoped that they would never be troubled with such a strike again.

With regard to association matters he had always taken a great interest in them and done his best to further the interests of associations and helped to organize in other cities adjacent to their own. About a year ago he had written the Montreal association about forming a national society. He agreed with Mr. Hughes to leave the matter necessary for such in the hands of the Montreal association for the Lower Provinces and Toronto to look after the west. At that time he wrote to nearly every city in the Dominion, and received in every instance a very satisfactory reply. Not one reply did he receive in which an objection was stated. Before the year was finished their association did very little work, as the officers at the head of it were not in touch as some of the older members had been, and they did not take this matter up. This spring it pleased them again to place him once more at the head of the association, and he went into the thing with the same energy as he had done before. He stated that the correspondence was done very largely by himself, because he was better acquainted with the master plumbers in the Dominion. He knew most of them by name, and he had corresponded with them on this subject. He had been to London and organized the London association, and their representatives were there to-day. The next city that he took up was Hamilton, although every plumber there did not respond. He would not allow such an ambitious city as Hamilton to



F. W. ARMSTRONG, a Toronto Delegate.

be out of it, so he wrote them all and said that he would meet them all at a certain hotel on a certain day. When he arrived there he found that all the men that he had written to were at the meeting. Inside of three hours an organization with officers elected was formed. We gave them a copy of by-laws and some stationery so start with. Very little had been done there, as so much time had been taken up with the recent elections, but he had a letter from the secretary last Saturday stating that they had not had an opportunity of calling a meeting together, consequently they were unable to attend the convention. They were quite in sympathy with the object of the meeting and trusted that it would be a success. There were a great many smaller towns adjoining London and Hamilton, and so far it had been arranged that where there were only two or four plumbers that they affiliate with them. Hamilton had about twenty master plumbers, and with the adjoining towns it would be increased to about double that number. He thought that in the near future the membership would be doubled and between this and the next annual meeting they should keep alive the interests of such an organization. (Applause).

DELEGATES FROM DOWN BY THE SEA.

Mr. John Borton, chairman of the association in Halifax, said that he had not much to say with regard to their association as it was a very young one. The trouble that they had to contend with was the fact that some of the firms who were not in the association sent to the United States and got their goods from there. He thought that if they affiliated with the United States this would help them.

Mr. J. H. Doody, St. John, N. B., said that they were the first to move in this direction in the Maritime Provinces. Halifax had now a larger number of plumbers and had made better progress, because in St. John



D. GORDON of Montreal, another "Helper."

John Borton, Halifax, N.S.; James H. Doody, St. John, N.B.; Alex. Fiddes, W. J. Burroughes, F. W. Armstrong, Toronto; R. J. Haslett, Wm. Smith, London; John McKinley, Ottawa; O. Matte, R. Sampson, Quebec.



W. BRIGGS, of Montreal.
A "Helper"—at Association making.

they had members who were not members. He had no doubt, however, that the meeting would bear good results.

COMMITTEE REPORTS.

The Credential Committee then gave in their report as follows: With credentials: Geo. Perrior, Halifax and vicinity; J. P. Carroll, Joseph Lamarche, Alph. Champagne, E. C. Mount, J. W. Hughes, Montreal;

Mr. Burroughes represented Hamilton, St. Catharines, Peterborough and Toronto Junction.

Without credentials: Messrs. A. Blondin, Ste. Hyacinthe; James J. Jamieson and R. F. Elliott, Kingston.

A COMMITTEE
ON CONSTITUTION AND
BYLAWS.

These were appointed a committee on constitution and bylaws: Messrs. J. W. Hughes, Montreal; J. J. Jamieson, Kingston; W. J. Burroughes, Toronto; R. J. Haslett, London; R. Sampson, Quebec; A. Blondin, Ste. Hyacinthe; J. McKinley, Ottawa; J. Borton, Hali-



P. J. CARROLL, a Montreal Delegate.

fax; J. H. Doody, St. John, N. B., and R. F. Elliott, Kingston.

THE MAYOR OF KINGSTON.

Mr. R. F. Elliott was called on by the chairman to say a few words. He said that he thought that he would have been able to have come to this meeting and quietly return without it being generally known that he was mayor of one of the finest and best cities in this Dominion. It afforded him a great deal of pleasure to be there that day. He was very pleased indeed to see that they had such an able chairman as Mr. Lamarche, and he was sure the work of the association was in proper hands when in his. They had not come there for the benefit of their health, but to try and form

an association that would be a benefit to the public from a health standpoint.

The convention then adjourned until 3 o'clock.

AFTERNOON SESSION.

The convention resumed at 3 o'clock. The chairman appointed Mr. E. C. Mount sergeant-at-arms. The secretary called the roll, after which the Committee on Constitution and Bylaws gave in their report.

CONSTITUTION AND BY-LAWS.

Your Committee on By-laws and Constitution respectfully report that they have adopted the constitution and by-laws governing the N. A. M. P. of U.S., excepting as regards such amendments as may be necessary to make same conform to our territory and laws, as submitted herewith:

(Signed.) J. H. Hughes, Montreal; W. J. Burroughes, Toronto; J. J. Jamieson, Kingston; John McKinley, Ottawa; R. Sampson,

Quebec; R. J. Haslett, London, Ont.; John Borton, Halifax, N.S.; A. Blondin, Ste. Hyacinthe; Jas. H. Doody, St. John, N.B.

CONSTITUTION.

Article I.—This association shall be known as the National Association of Master Plumbers of the Dominion of Canada.

Article II.—This association is organized for sanitary, commercial and social purposes, and has for its special objects the advancement of the trade in all the latest discoveries of science appertaining to sanitary laws; to promote and combine the intelligence and influence of members for the protection of the trade against imposition, injustice or encroachments upon our common rights or interests; encouraging inventions and improvements in sanitary appliances, fostering an interchange of thought and eliciting and communicating for the benefit of each member the best talent and result of the experience of all; to promote amicable relations with employes on the basis of mutual interests and equitable justice to both journeyman and master plumber; to encourage Dominion and Provincial legislation for the furtherance of the interests of sanitary laws; to secure for the members of the trade equitable treatment in their dealings with manufacturers and dealers in supplies; to regulate the system of apprenticeship and employment, so as to prevent as far as practicable the evils growing out of deficient training in the responsible duties of selecting, arranging and fitting up materials relating to the hydraulic and sanitary condition of dwellings, public and private institutions; to create and maintain a sanitary code at as high a standard as the progress of science, chemical, philosophical, and mechanical knowledge teaches. And we agree to carry forward with tireless zeal the great work to which the above language relates.

Article III.—Its officers shall consist of a president, vice-president from each province represented, financial and recording secretary, treasurer and Executive Committee.

The Executive Committee shall consist of president, vice-president, financial and recording secretary, treasurer, retiring president, and a delegate from each province represented in the association who shall be elected at the annual meeting. The president shall be chairman of the Executive Committee.

Article IV.—The National Convention shall consist of representatives from local associations, one for every ten members or fractional part thereof, where such associations exist, who shall be elected at or before the first meeting in May of each year, the president of each local association to be a delegate ex-officio.

Provincial associations, composed of local associations and individual members not recognized by the National Association as associations or individuals but at a provincial association, shall have the same representation and shall elect delegates at their provincial conventions previous to the meeting of the National Convention.

Where provincial associations exist composed of local associations, each of which is affiliated directly with the National Association; and also providing that should said provincial associations have individual membership from towns where no local associations exist, said individual members and local associations affiliated with the provincial association may also be affiliated with the National Association by paying the usual per capita tax; that they, the provincial associations, be entitled to three delegates-at-large, consisting of the president of the provincial association and two delegates elected at the provincial convention.

Article V.—The officers of the National Association and the delegates elected by the provincial or local associations, when in convention, shall constitute the National Association.

Where less than five master plumbers are located in one city or town they must become members of the nearest local association in order to be admitted to the National Association.

No individual member or members will be admitted to membership from cities where associations are organized and in affiliation with the National Association; nor from provinces where provincial associations are organized and represented as prescribed in Article IV., second clause.

All local associations in any province must be affiliated with their respective provincial associations, if such exist, in order to be recognized and have membership in the National Association of the Dominion.

Only one association will be recognized in any one city or town.

Article VI.—Religious and political questions shall be utterly excluded from the debates and other exercises of this association.

Article VII.—The annual election of officers for the ensuing year shall be held at annual conventions, convened at the time and place declared by the association at the preceding convention; the

terms of office to begin immediately upon the election to and acceptance of the office.

Article VIII.—The officers of this association shall be elected by ballot, and each officer shall have a majority of the votes cast.

Article IX.—A constitutional quorum of the association shall consist of fifteen members in good standing.

Article X.—This association shall be governed by the parliamentary law laid down in Cushing's Manual, when it does not conflict with the constitution and by-laws.

Article XI.—All associations in arrears with their dues shall be dealt with by the National Association annually, as in its wisdom it may deem best.

Article XII.—All local and provincial associations, when organized, will at once notify the secretary of the National Association, giving the names of its officers and members.

Article XIII.—The duties of the officers of this association shall be the same as in all civil societies, unless otherwise specified by the constitution and by-laws; the vice-president taking the chair in the absence of the president; and should both of these officers be absent, the officer next in order of mention in the constitution will call the association to order, and the members shall elect a temporary chairman.

Article XIV.—All local and provincial associations and conventions shall be subordinate to the National Association and obey its constitution and bylaws.

Article XV.—All amendments to the constitution shall be proposed in writing and must be in the hands of the secretary thirty days before the annual meeting of the association, and two-thirds majority shall be required for their adoption.

Article XVI.—Nothing in Article XV. shall prevent a change in the constitution provided the same meets with the unanimous consent of the National Association in regular session.

BYLAWS.

Article I.—The president shall preside at all meetings of the association and of the Executive Committee, sign all papers issued by the association and be the chief executive officer.

He shall have power to call the convention into executive session whenever he may deem it advisable.

He shall have power, subject to the approval of the Executive Committee, to remove from office any officer who fails to perform his duty, and appoint his successor in the same manner.

He shall appoint a sergeant-at-arms when in convention.

The vice-president shall have the same duties and authority in the absence, disability or death of the president.

Article II.—The financial and recording secretary shall keep the accounts of the association, receive all moneys paid to the association and immediately turn them over to the treasurer, taking his receipt for same.

He shall keep a record of the proceedings of the association; shall notify members of committees of their appointment or election; keep a roll of the members, and issue notices of all meetings of the association.

At the annual meeting of the association he shall, in writing, make a full report of all moneys received and paid over to the treasurer, bringing his original book to the convention.

His accounts and books shall at all times be open to the inspection of any member of the Executive Committee, and to each he shall make quarterly reports, in writing, of the moneys received and paid over to the treasurer.

He shall give a bond for the faithful discharge of his duties to a sum not less than one thousand (\$1,000) dollars, as in the discretion of the Executive Committee may seem best, and the surety shall be in a responsible guarantee company, and the fee for same shall be paid out of the national treasury.

Article III.—The treasurer shall receive from the financial and recording secretary all funds paid to the association, and by order of the Executive Committee, attested by the Auditing Committee, appointed by the Executive Committee, acting under the authority of the association, disburse the same when necessary.

His accounts and books shall at all times be open to the inspection of any member of the Executive Committee, and to each he shall make quarterly reports, in writing, of the moneys received and paid out and of the moneys on hand.

At the annual meeting of the association, he shall, in writing, make a full report of the receipts and disbursements, and of the

money on hand, bringing his original books and vouchers to the annual meeting.

He shall give a bond for the faithful discharge of his duties, to a sum not less than two thousand (\$2,000) dollars, as in the direction of the Executive Committee may seem best, and the surety shall be in a responsible guarantee company, and the fee for the same shall be paid out of the national treasury.

Article IV.—The Executive Committee shall, subject to the instruction of the association, control and manage its business and the appropriation of funds; make contracts and purchases for the association; may, when deemed necessary, employ a clerk for said committee; but shall have no power to make the association liable for any debts to an amount which shall exceed the amount of cash in the hands of the treasurer, and not otherwise appropriated, without the express authority of the association. For the better execution of their powers they may appoint from their number, or from local associations, such committees as occasion may require and to them may seem proper for carrying out the objects of the association; and shall have power to fill vacancies.

Article V.—There shall be an Auditing Committee, consisting of three delegates from the convention, selected by the convention when in session, who shall audit all bills and accounts of the treasurer and financial and recording secretary.

Article VI.—The provincial vice-presidents shall consist of one from each province represented in the National Association, and shall have power to organize local associations in their respective province, and look after local and provincial affairs. Each shall be recommended by his provincial delegation or delegations at the annual meeting of the National Association of the Dominion.

He shall have power, with the consent of the Executive Committee, if in their wisdom they think it advisable and consistent with the principles of the constitution and by-laws, to call a provincial convention.

Article VII.—The sergeant-at-arms shall be appointed by the president, and shall guard the door and see that none pass or re-pass except they be master plumbers in good standing in the association and duly elected delegates to the convention. He shall carry all messages from the president to any of the officers.

Article VIII.—The Credential Committee shall consist of five members, and shall examine the credentials of members and report, in writing, to the convention at their earliest moment after receiving the credentials.

Article IX.—The Sanitary Committee shall be composed of five members, appointed from local associations near each other, and shall have charge of all sanitary matters appertaining to the trade.

Article X.—The Legislative Committee shall consist of five members, and shall have all charge of legislative and legal matters.

Article XI.—The Apprenticeship Committee shall consist of three members, and shall have charge of all matters relating to apprentices.

Article XII.—The Essay Committee shall consist of five members, whose duty it shall be to select subjects for the different local associations.

Article XIII.—The neglect of any member of a standing committee to attend three consecutive meetings, shall be deemed a resignation, unless a satisfactory explanation of such absence shall be given to the committee; committee to have power to fill vacancies.

Article XIV.—All officers and chairmen of committees shall report in writing at the annual meeting of the association. All books, documents and reports of officers and report of chairmen of committees, shall be the property of the association.

Article XV.—Any officer of this association may be removed from office, for cause, by a two-third vote at the annual or special meeting of the association, and an election to fill the vacancy to take place at the same meeting of the association.

Article XVI.—All amendments to the by-laws must be proposed in writing, and must be in the hands of the secretary at least thirty days before an annual meeting of the association, and two-thirds majority required for their adoption.

Article XVII.—Nothing in Article XVI. shall prevent a change in the bylaws, provided the same is carried by the unanimous consent of the members of the association in regular session.

It was moved by Mr. W. J. Burroughes, Toronto, seconded

by J. McKinley, Ottawa, that the constitution and bylaws as presented by the committee be received and adopted.

It was moved by Mr. Carroll, seconded by Mr. J. W. Hughes, that Article IX. of the constitution be amended to read ten instead of fifteen to constitute a quorum. On the vote being taken the amendment was lost and the main motion carried unanimously.

OFFICERS ELECTED.

Mr. J. H. Doody, St. John, N.B., moved, seconded by Mr. R. Sampson, Quebec, that the chairman name a committee of three to bring in nominations for the various offices. The motion was carried, and the chairman appointed Messrs. Elliott, Kingston; Smith, London, and Champagne, Montreal.

Subsequently Mr. Elliott submitted the following names as officers of the association.

President—Joseph Lamarche, Montreal.

Vice-President—W. J. Burroughes, Toronto.

Vice-presidents from each province represented—Wm. Smith, London, Ontario; O. Matte, Quebec; J. H. Doody, St. John, New Brunswick, and John Borton, Halifax, Nova Scotia.

Financial and recording secretary—J. W. Hughes, Montreal.

Treasurer—A. Fiddes, Toronto.

Executive Committee, to act in conjunction with the officers of the association—Ontario, R. F. Elliott; Quebec, E. C. Mount; New Brunswick, Thos. Campbell; Nova Scotia, Geo. A. Perrior (of D. King & Co.)

THE PRESIDENT RETURNS THANKS.

The president, in returning thanks for the honor done him, said that he had already been chairman of the Master Plumbers' Association of Montreal for a good while, to which he had been appointed largely owing to the English-speaking members in Montreal. His intention had been to retire and give someone else the chance, and he now wished that he had done so, for the work was great and they might have got someone more capable. Since they had elected him, however, he would do his best in the interest of the master plumbers for the next twelve months. It was not what he could do himself, but what they could do altogether. No matter what the work was, if they worked together it was good, and he wished them to work in the best interests of the association for the good of themselves and the public in general. He was very glad that they had appointed such men as Mr. Hughes and Mr. Burroughes to work along with him, and he was thankful for the assistance rendered by their friends from the U. S., and he would tell them that they would try and follow their example in working for the good of the craft. He had no doubt, with the intelligence displayed by the representatives from every part of Canada, that they would have a splendid organization soon and double the number of delegates that they had this year. He thanked them again for the honor done him.

Mr. Burroughes, vice-president, said that he was placed in a very embarrassing position. He felt that in appointing him to the position of vice-president they were not only doing an honor to him but the city he represented. He was very pleased, indeed, to find that they had elected Mr. Lamarche the first president of the association. Since it had been his privilege to know him he had always found him a thorough business man and he had no fear for the success of the Master Plumbers' Association with such a man at the helm. He was very pleased, indeed, for the honor placed in his hands, and words failed him to give expression to the feelings he would like to utter. It always pleased him to meet with master plumbers, as he always felt at home in their company. He took

a lively interest in association work, and, with God's help, he would continue to do so until the end of his life. (Applause.)

Mr. J. W. Hughes, secretary, in returning thanks for the office conferred upon him, said that he had his hands pretty full already, but he had no doubt but that we would find a way out of his difficulties. He felt sure that good results would follow from the work already done. They were in the position of a number of men in a boat, and they could not allow any man, no matter how important or insignificant he might be, to punch a hole in the boat. They wanted them all to work for the best interests of the association. It depended upon the rank and file to make it a success. He would assure them that he was ready and willing to take a hand in the work, and there was no man but who could contribute to the general success of the association.

Mr. Fiddes, treasurer, said that he thought it would have been necessary for them to have had the secretary and treasurer in one town. He had no idea that they would have appointed him to any position. At the same time, he was very much indebted to them and very happy to be there among them. It would be his endeavor to push forward the interests of the association.

The convention then adjourned to meet at 8 o'clock in executive session.

IN SECRET SESSION.

The evening session was a secret one, and at the request of the Executive Committee we omit a detailed report. The only thing of general interest was the consideration of a protective policy. The matter was left in the hands of the Executive Committee, who were instructed to take the Baltimore resolutions as a basis on which to work.

The following is the Baltimore resolution, adopted, with amendments, on June 13, 1895, by the National Association of Master Plumbers of the United States :

Whereas, The manufacturers and wholesale dealers in plumbing material persist in selling to consumers, to our injury and detriment, placing us toward our customers in the light of extortionists, causing endless trouble ; and

Whereas, The system of protecting us from this wrong, which draws in its wake other wrongs, is ineffective, it is absolutely necessary to perfect such a system by united action which will remove these evils from which we have suffered for years ; therefore be it

Resolved, That the members of this association confine the purchase of plumbing material to manufacturers and wholesale dealers who sell goods to master plumbers only, as defined in these resolutions.

Resolved, That this association shall keep a record of all journeymen and plumbers who place in buildings plumbing material, bought by consumers of manufacturers or dealers.

Resolved, That a committee be appointed by this association in every state and county for the purpose of reporting to the proper officers at its head in the state, any violations of these resolutions.

Resolved, That these measures are just and necessary to our welfare, and a rigid enforcement is demanded.

Resolved, That this convention endorse the above, and urge upon the National Association to perfect and adopt a uniform system of protection for the trade over their entire jurisdiction.

AMENDMENT ADOPTED AT ST. LOUIS.

Resolved, That it is not the intention of the said resolutions to prevent the interchange of patented or any other plumbing material between manufacturers and wholesale dealers in such goods, or for the export trade, and that the interpretation of the above resolutions be left in the hands of the Executive Committee with power.

AMENDMENT ADOPTED AT DEER PARK, MD.

Resolved, That it is our fixed intention to adhere to the line of action already pursued in regard to the protection of the trade, and

that we relax no honorable effort to relieve our business from unjust and discreditable competition on the part of manufacturers and supply houses.

INTERPRETATION OF THE TERM "MASTER PLUMBER" ADOPTED AT WASHINGTON AND AMENDED AT PHILADELPHIA.

Resolved, That it is the sense of the convention that in future the interpretation of the term "master plumber" as set forth in the above resolutions, to entitle him to purchase plumbing material, be construed to mean a master plumber who has an established place of business and represents the industry of plumbing, and who has qualified under state or local enactments regulating plumbing and plumbers, where such exist ; or, where no license is required, an individual or firm with an established place of business and representing the industry of plumbing.

AMENDMENT ADOPTED AT MILWAUKEE.

Resolved, That any manufacturer or dealer in plumbing material furnishing net prices, or any discount from list prices, to others than master plumbers, either by themselves, employes or agents, shall be considered as disapproving the above resolutions.

AMENDMENTS ADOPTED AT PHILADELPHIA.

Resolved, That the members of this association shall not sell plumbing material to consumers when they do not furnish the labor for putting the material in.

Resolved, That the supply houses doing a plumbing supply business and contracting for plumbing work, shall be considered unjust competitors.

SECOND DAY'S PROCEEDINGS.

On Friday the convention continued its session at the same place. Mr. Jos. Lamarche, president, presiding. Mr. O. Matte, Quebec, was appointed sergeant-at-arms in the absence of Mr. Mount.

THE STRENGTH OF THE ASSOCIATIONS.

The secretary called the roll, after which, at the request of the chairman, each of the delegates reported the number of active members on the roll of their respective associations. They were as follows : Halifax, 27 ; Montreal, 75 ; St. John, N.B., 22 ; Toronto, 35 ; London, 15 ; Ottawa, 9 ; Quebec, 37 ; Ste. Hyacinthe, no organization, but one representative, and only two shops in the town ; Kingston, 7 ; Hamilton, 12 ; St. Catharines, 2 ; Toronto Junction, 1 ; Peterboro', 1 ; Galt, 2.

The president said there were not enough principal offices to go round, but in forming the committees he would try and make them as representative as possible. In the meantime he would only appoint the most important, viz., the Committee on Legislation, leaving the appointment of the Sanitary, Essay, Apprenticeship and other committees to a later period. He named as members of the Legislative Committee : Messrs. McKinley, Ottawa (chairman) ; F. G. Johnston, Ottawa ; A. Blondin, Ste. Hyacinthe ; R. Sampson, Quebec ; — Farquhar, Halifax, N.S.

NEXT PLACE OF MEETING.

The next business was the selection of the next place of meeting. Mr. McKinley, Ottawa, seconded by Mr. Haslett, London, moved that the next place of meeting be Toronto.

Mr. Fiddes, Toronto, proposed in amendment that the place be Quebec, and W. H. Smith, London, seconded.

Mr. Carroll, Montreal, moved, in amendment to the amendment, that the next meeting place be Kingston, and Mr. Elliott seconded.

Mr. Matte, Quebec, said that Quebec, he thought, should be visited next year. They would do a great deal of good if they came there because it would stir up the laggard members of the craft in that district.

Mr. Tute said that he was quite at one with what Mr. Matte had just said. It had always been the rule in the States to

**Plumbers', Steam-fitters',
Mill and Engineers' . .**

Supplies

The newest and most improved Sanitary Appliances.
Orders receive the promptest attention.

CRAIG, MacARTHUR & CO.

Telephone 475.

—22 Front St. East, **TORONTO.**

PLUMBERS' SUPPLIES

Lead Pipe
Du Bois Traps
Pig Lead
Bar Lead

Solder
Ingot Tin
Strip Tin
Sheet Lead

Brass Goods
Earthenware
Baths, Tanks
Boilers

Soil Pipe and Fittings
Iron Pipe and Fittings
Marble . . .
Hose and Rubber Goods

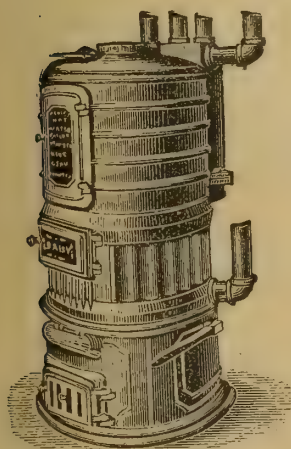
Ontario Lead and Barb Wire Co. Ltd.

PLUMBERS' SUPPLY DEPARTMENT:

54 and 56 Lombard St., near Church. Telephone 1092 or 763.
N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

55, 57 and 59 Richmond
Street East . . .

TORONTO



THE "DAISY"

MADE IN . . .

12 DIFFERENT SIZES 

To suit public buildings
and residences of all kinds
by . . .

Hot Water Heater

Warden King & Son

CRAIG STREET FOUNDRY

Manufacturers of Soil and Greenhouse Pipes and Fittings, Steam-fittings and all other Plumbers' and Steam-fitters' Supplies. Send for catalogue and price lists,

TORONTO BRANCH:

110 ADELAIDE ST. WEST

637 Craig St., MONTREAL

carry the National Association into places where there was little interest taken in the work, and they always found it to bear good results.

On the vote being taken the amendments were lost, and Toronto was unanimously agreed upon, the date of meeting to be afterwards fixed by the Executive Committee.

VOTES OF THANKS.

Mr. J. W. Hughes, secretary, said that he had very great pleasure in moving a vote of thanks to the National Association of the United States for sending such an able delegation to assist them in their labors during the two days of the convention. He did not think that President Doyle could have picked out of his members three abler gentlemen. They had set them an example which they would do well to copy. During the convention they had listened with instruction to their advice, and words failed to express the feelings which he had towards the National Association of the United States and to the three delegates. (Applause.) The motion was carried unanimously.

Mr. Tute said that on behalf of the National Association he accepted their thanks. There were now about 6,000 members in their association, but he hoped that by 1897 the ranks would be up to 8,000. He would convey their thanks to the association.

Mr. Davlin and Mr. I. Riley also returned thanks.

Mr. Elliott, Kingston, moved that they tender their thanks to the press for the favors they had received, especially their own trade papers, viz., THE CANADIAN HARDWARE AND METAL MERCHANT, of Montreal and Toronto, and The Plumbers' Trade Journal, of New York. They were indebted in a great measure to the press of the country for bringing up questions of public interest.

Mr. O. Matte, Quebec, said he wished to thank the members of the association who had voted in favor of Quebec, and although they would not have the association next year, they would work just as hard in the interests of the association.

A MANUFACTURER'S VIEW.

The chairman called upon Lieut.-Col. Massey, of the Gurney, Massey Co., to say a few words to them. Mr. Massey said that he did not expect to be called upon to say anything to them. He was very pleased that the convention had met in Montreal. He thought that they had done right in fixing upon Toronto as the next place, because it was the great centre of the west, and it would consolidate the association from east to west, although he did not think that holding their conventions in places too close to each other would be a good thing. He hoped that St. John, Quebec and Halifax would also be visited in the near future. The objects of the association were very commendable, as good sanitation was beyond all question most important, and should be followed up to the utmost. The interest it served in broadening the ideas of each individual of the association was of great value. He trusted that they would have a pleasant time during their stay in Montreal. (Applause.)

Mr. Elliott moved a vote of thanks to the Montreal Master Plumbers' Association for the way in which they (the delegates) had been received.

Mr. Burroughes, in seconding the motion, said that on behalf of the master plumbers of the west he wished to thank the Montreal association for the splendid entertainment and hearty reception extended to them, and he trusted that when

they came to Toronto next year, they would be able to do to them as they had done here. They, perhaps, could not show them such an ancient city, but they had a very bright city and the people were very hospitable, and they would endeavor to give them a right royal welcome. (Applause.)

The motion carried.

On motion of Mr. Elliott, a vote of thanks was tendered to the president and secretary for the very able and satisfactory manner in which the work had been performed by them.

The president thanked them most cordially. They had done their best for them. He thought that it was a great honor for him personally to be president of both the National association and also of the Montreal association. He was sure that each and all would assist the Executive in all matters so that by next year they would have a great success. He was sure by that time that the membership would be double. (Applause.)

Mr. J. W. Hughes said he appreciated very much the vote of thanks. Anything that he had done was a labor of love.

Mr. Tute moved that all matters pertaining to the Dominion association for the year be referred to the Executive Committee. Carried.

This closed the business of the first convention.

AT THE CITY HALL.

At twelve o'clock, the work of the association being over, they proceeded to the City Hall, where His Worship the Mayor received the delegates and members attending the convention. After each had been received the president, in addressing the Mayor, said that as president of the National Master Plumbers' Association of the Dominion he felt very highly the honor done them in being received by His Worship.

His Worship said that he heartily welcomed the National Master Plumbers' Association of the Dominion to the city of Montreal. He was sure that it would result in great benefits in having so many wise heads from every city in Canada meet, and consult and discuss matters in the interests of sanitation generally throughout the Dominion. Good results were sure to follow when such matters were taken up by practical men who were able to carry into effect the best to be done in connection with sanitation. If they only had their views at the City Hall on such matters it would be a very great benefit to them. He was glad that they had formed such an association, as it would not only be of mutual benefit to themselves, but of benefit to the whole Dominion. He was glad to welcome them to the

"The Buffalo"



"THE BUFFALO" HOT WATER HEATER

After five years' successful trial now challenges comparison with any and all others.

FOR . . .

Efficiency

Economy of Fuel

and Perfection of Construction

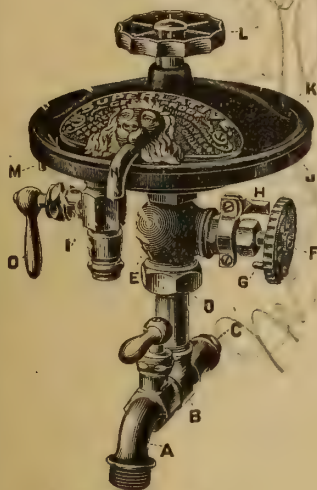
Medal awarded
Chicago Exhibition.

Send for Circulars and Testimonials to

H. R. IVES & CO. Queen St., MONTREAL

THE SUPERLATIVE FILTER

PATENTED.

The only absolutely germ-proof
filter made.

Plumbers' Supplies

Of
Every
Description

Pipe and Fittings
Boilers, Radiators and Valves
Fine Lavatory Brass Work
Sanitary Earthenware and Appliances
Baths, Sinks, Wash Tubs
Tanks, Seats, etc., etc.

PORTABLE RING SHOWER



THE **JAMES MORRISON BRASS MFG. CO. LTD.**

89-97 Adelaide St. West Correspondence Solicited Toronto

Robert Mitchell & Co.

Manufacturers of

MONTREAL, P.Q.

BRASS WORK

FOR PLUMBERS, STEAM AND GAS FITTERS.

Brass Fittings for
Electric Street Cars

Gas and Electric Light
Fixtures, Gas Meters.

Our goods are reliable, prices low, and prompt attention is given to all orders.

OFFICE: BLEURY STREET.

FACTORY: ST. CUNEGONDE.

metropolitan city of the Dominion, and wished them all success wherever they would meet in future.

The Mayor then accompanied the delegation to the Council chamber where the delegates took upon themselves, for a short time at least, the responsibility of the city fathers, by occupying their chairs in the Council room. Here, again, speeches of a laudatory nature were given by several of the delegates and even one hundred thousand pounds was voted to the interests of the association by one of the friends from across the border.

The Mayor replied in a happy vein, stating he had no intention of opposing the grant provided the money came from Boston. On retiring, the Mayor shook hands with each of the delegates.

The delegates then took up their position on the steps of the City Hall, where a photograph of the whole convention was taken, including His Worship, who was made a member of the association for the time being, and adorned with a badge.

CONVENTION FLASHES.

On reaching the upper deck of the steamer *Sovereign* at Lachine, Delegate Davlin gazed on the beautiful and wide expanse of water with wonder and admiration, and remarked that there was one thing which astonished him, and that was that the master plumbers of Montreal should have such an abundant supply of beautiful water and make so little use of it. To which a Montreal delegate immediately retorted: "What do you take us for—fish?"

The characteristic motion of the convention was made by Brother Briggs. It was exceedingly hot at the evening session, and some thoughtful brother had provided a large can of lemonade, which was somewhat inconveniently placed in the

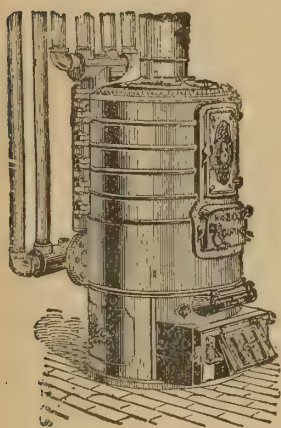
rear part of the hall. In the midst of an exciting discussion Brother Briggs rose with an apology for taking up the time of the meeting, as he was not a delegate, and stated that he had a motion to make if he had the permission of the chair. On his request being granted, he said in his most impressive manner: "Mr. President and gentlemen, I move the can," and at once proceeded to carry the can to a more convenient position in the hall, an act that was much appreciated by the thirsty members.

It is to be hoped that the worthy delegate from Toronto who had a headache has now quite recovered, and that the effect of the secretary's homœopathic prescription of taking a hair of the dog that bit him has been beneficial.

It was reported that one of the high officials came very near laying himself open to a serious charge. He was found on the train dressed in the overcoat of one of the Montreal members, but as he gave it up without other means being used than the persuasive eloquence of the gentleman who owned the coat, it is to be hoped that no further proceedings will be taken. Perhaps the wetness of the season had something to do with the forgetfulness which prompted this act, which was a straight act of kleptomania, though dipsomania may have had something to do with it.

Next year it is the intention of the delegates to take their ladies with them, as they feel inclined to profit by the good example set them by Vice-President Burroughes, the presence of whose good lady did much to cheer the delegates, and make hotel life more homelike. We strongly advise this idea at future conventions.

On Friday afternoon the delegates were taken for a drive



The Gurney-Massey Co. Ltd.

385 and 387 St. Paul Street

MONTREAL.

Founders and Wholesale Manufacturers of

DOUBLE CROWN Hot Water Heaters

Capacity, 2,000 to 20,000 ft. of 1 in. pipe.

OXFORD Hot Water Heaters

Capacity, 500 to 12,000 ft.

DEFIANCE Hot Water Heaters

Oxford, Gurney
Quintet and Bundy

Radiators

FOR HOT WATER AND STEAM

STOVES, SCALES
FOUNDERS' SUPPLIES



Soil Pipe and Fittings

We are the only firm in Canada exclusively manufacturing these goods. All our time and energy are concentrated upon one line and we have brought it to the highest state of perfection. Samples may be seen at the jobbing houses of plumbers' supplies, and we will be pleased to have you inspect them.

Correspondence Solicited

TORONTO FOUNDRY CO.

146-148-150
Niagara Street,

Toronto.

When
you want

BAR IRON

Try
GUELPH.

You will get

Rounds that are round.

Squares that are square.

Flats evenly rolled.

Bands tough, with clean, smooth edges.

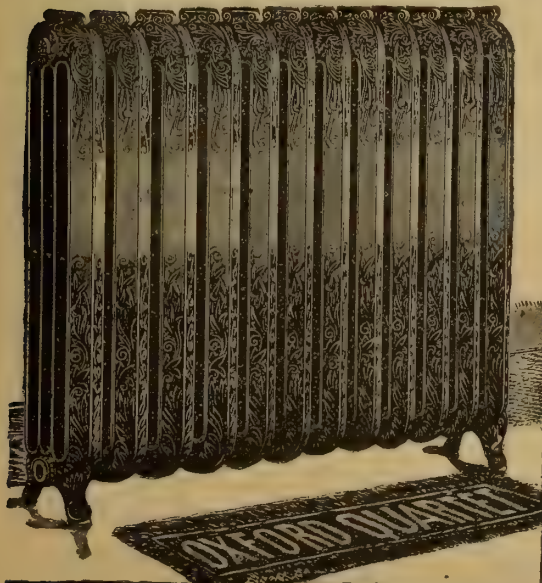
The Guelph Norway Iron and Steel Co., Ltd.

. . . Rolling Mills, GUELPH

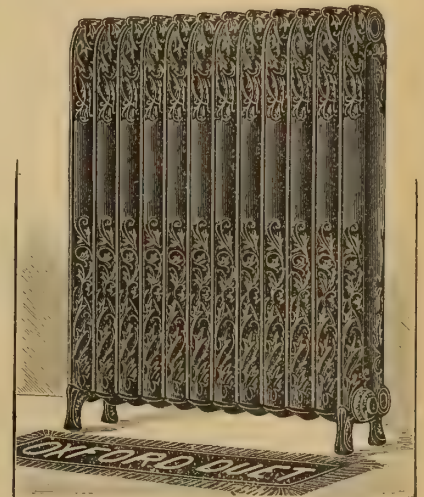
"Oxford" Radiators

HOT WATER AND STEAM

Have Iron to Iron Joints. No gaskets or paper washers are necessary to make water-tight joints.



NEVER LEAK



Made for Walls, Corners, Columns, Curved
Windows, Stairways, etc.

**Every Foot Prime
Heating Surface.**

**Endorsed by Lead-
ing Architects.**

MANUFACTURED BY

The GURNEY FOUNDRY CO. Ltd. - TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

about the city and parks by the Montreal association and thence to the Bonaventure depot, where a train was in waiting to convey them to Lachine. Here they boarded a steamer and went down the rapids.

THE BANQUET.

In the evening the delegates were entertained at dinner by the Montreal members at the Richelieu hotel. A good repast, which was thoroughly enjoyed after the outing, was well served.

President Lamarche took his seat at the head of the room, and had the distinguished guests on his right and left. About a hundred were present. "The Queen" and "The President of the United States" were toasted, after which speeches were made by Lieut.-Col. Massey, of the Gurney-Massey Co., and others in response to the health of "The Supply Houses." Col. Massey endorsed what he said in the morning regarding the feelings that should exist between the master plumbers and the supply houses. He was not there as the representative of the supply houses, but as a visitor among a lot of his old friends from different parts of Canada. He gave a good word of advice to the members when he said that they should be as good friends in business as they were socially. They should not try to cut under each other in making tenders just for the sake of preventing their neighbor from getting a contract. They should discuss the situation in a friendly way, and endeavor to make a fair living. He closed by inviting them to visit his place and accept his hospitality while in the city. He would promise that not a word of business would be mentioned.

H. McConochy, of Thomas Robertson & Co., spoke for himself and Mr. MacKenzie, of that firm, and thanked the association for the courtesy shown to them and the other supply houses, and wished the association every success.

Mr. Glassford, who represents James Morrison, Toronto, said he was sorry he had not seen more of them at his warehouse. He was trying to introduce high-class goods in Montreal, and he was happy to say successfully. The supply houses were standing by the plumbers and he hoped they would do the same by them.

Mr. Anthus, of the Toronto Foundry Co., thanked the members for the kindness and courtesy shown him while they were in session. He was glad Montreal took the initiative in organizing a Dominion society. Their work was only begun.

They would find much difficulty and many obstacles in carrying out their plans. The manufacturers would be with them, but they would find trouble with jobbers. They carried tinsmiths' supplies, and up west tinsmiths were plumbers. There was also trouble with jobbing houses selling to consumers. If they persevered, however, in another nine months no manufacturer or supply house would sell to any one not a master plumber.

Mr. Sullivan, speaking for Warden, King & Son, thought it was unnecessary for him to add anything further to what the previous speakers had said. They covered the ground thoroughly. "The National Association of the United States" was proposed by Mr. Hughes, and in doing so, he expressed his indebtedness to that body for the assistance given by its representatives. It was responded to in a very able and humorous speech by Mr. Davlin and by Messrs. Riley and Tute.

Mr. Mount proposed "The Visiting Delegates." Mr. Smith, London, in responding spoke well. The occasion was one of the proudest in his life. He had been looking forward for the past 24 years to seeing such an organization. In the last 10 years especially, owing to the differences that had cropped up he had seen the necessity of an association. He felt that an important duty devolved upon him as vice-president for Ontario. He would devote his time in every shape and form to extend the membership and show that he was prepared to work for the common good.

Mr. Sampson, Quebec, was delighted with the progress made. When he returned he was sure his report would encourage them. The national association would be a great help. The fact that they could appeal to a general body would have a material effect on local associations. Some had held aloof, but they would now come in when they found such a big organization.

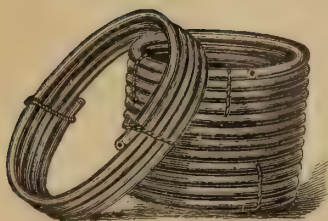
"The Press" was proposed by Mr. Horton, and responded to by Mr. MacLean, of **HARDWARE AND METAL**, and Mr. Spiers, of the New York Plumbers' Trade Journal.

Mr. Burroughes was called on for a few remarks, and gave a history of the work done by his association in Toronto. They had prepared a code of bylaws for the city, which, after a great deal of perseverance, they had passed. Since then very few changes were necessary. They found it advisable to have a

Thomas Robertson & Co.

Manufacturers of . . .

638 to 642 CRAIG STREET, MONTREAL



Lead Pipe

Composition Waste Pipe

Composition Gas Pipe

Babbitt Metal

Solder

Supplies for Steam, Water and Gas

H. S. HOWLAND, SONS & CO.

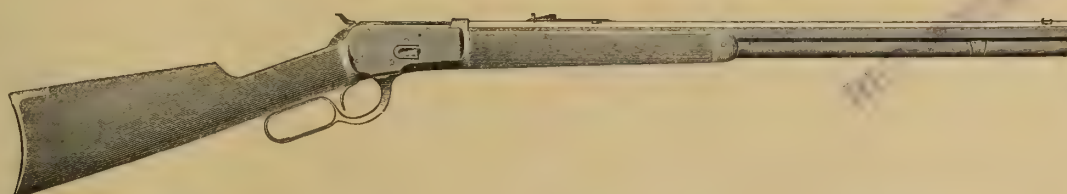
WHOLESALE
MERCHANTS

... Toronto

Revolvers, - Flobert Rifles, - Ammunition



Marlin Repeating Rifles



*Winchester Repeating Rifles
and Shot Guns*



Pieper's Breech-Loading Guns

RELOADING TOOLS, SHOT POUCHES, POWDER FLASKS

ORDERS SOLICITED
OUR PRICES ARE RIGHT

Graham Cut and Wire Nails are the Best.

Loaded Shells, Shot, Wads and Caps

H. S. HOWLAND, SONS & CO. - TORONTO

plumbing inspector to watch men who were inclined to scamp work. They had men in Toronto who were A1 inspectors. Some older men had tried to put on men from the Health Board, and he gave a humorous account of the way they worked. The association had examiners, and before a man became eligible for the position he had to go through a severe test to show his knowledge and that he was capable. The Toronto men worked hard. They earned their money. When they gave a certificate you could depend upon it that the plumbing was perfect. He described the very thorough test they made. "When we welcome you to Toronto," he said, "we hope to show you some of the best plumbing on the continent." He had seen plumbing in every part of the world, for he made it a point to take a trip every year to see what was being done elsewhere. Personally he was trying to do his work well. He hoped when the time came for him to pass away people could say of him that the world was better because he lived.

Mr. Haslett, London, sang in excellent voice, "'Tis a Memory of the Past." Songs were also given by Mr. Watson, "The Cat Came Back," Mr. Briggs, "Bonnie Mary, of Argyle," and Mr. Hughes, one of his ever popular songs.

Mr. F. W. Armstrong, Toronto, proposed the health of President Lamarche, to which he suitably responded.

After singing "The Queen" and "Auld Lang Syne," the gathering dispersed, to meet in Toronto next year.

THE PLUMBERS' ORGANIZATION.

THE master plumbers of the Dominion are to be congratulated on the completion of their organization. They needed such an organization.

For a long time the position of the master plumber has been an unenviable one. Competition has become so keen until it has reached a point where it is the death rather than the life of trade.

The association just organized does not propose to pursue arbitrary methods in seeking a remedy for the present unsatisfactory condition of affairs.

The first great purpose which the organization seeks is the establishment of a better understanding among the members of the trade through being brought into closer acquaintanceship

with each other. As one master plumber remarked to **HARDWARE AND METAL**, "When you get well acquainted with a man, and know he is a pretty decent fellow, you don't feel like taking an advantage of him."

What the members of the association intend doing is to get better prices, not by arbitrarily fixing them, but by refraining from contracting below legitimate figures in order to secure a job.

This is after all the best way of securing the desideratum. Arbitrarily fixed prices and penalties will not prevent the cutting of prices where confidence is lacking. Judging from the esprit de corps which characterized the gathering in Montreal last week, we may confidently look for an improvement in the condition of the plumbing trade of Canada.



"My boy, do you know it's wicked to fish on the Sabbath?"
"Isn't fishin'; I'm teachin' this 'ere wum ter swim." — Phil May's Annual.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



TRIALS by ELEY BROS. and
"ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21 1/4 yards, 1012'68 feet per second.

"43" "872"72" "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

DROPS FROM THE EDITOR'S PEN.

Industry is a never-failing life-support.

Knuckle down to business if you would win.

Just employes are the product of just employers.

Trade, like a gun, can be forced to the bursting point.

Early to business tends to produce early advancement in business.

The ideal drummer is he who can sell goods to "beat the band."

Good character is more essential to good credit than even a long purse.

Cutting prices is something that two can play at. Hence its absurdity.

Man is the greatest of all works, and yet every man is his own architect.

Braggadocio is a drag upon the opportunities for success of every braggart.

Aim to be something. It is better to be a monkey on a hand organ than nothing.

No merchant can do without sleep, but it is a fatal error to allow his business to sleep.

A business that cannot stand a little extra push must be in a tottering condition indeed.

Have confidence in your powers, but remember, do not mistake conceit for confidence.

Clerks should keep their eyes on the door for Customers and not on the clock for Time.

Religion in business is a good thing; but religion in business for business is a bad thing.

Men who give away the private affairs of their employers give away the secret of their own littleness.

In the battle of the standards now going on in the United States right must win. And gold is the right.

"B" stands for business, a very good thing, but which, through bad methods, does often take wing.

If the forefathers of some men had been transported convicts, they would be less inclined than they now are to boast of their

EXPERIENCE

If it has been in the right direction, and of the right kind, is very valuable in business. If it has not been of this kind, it is worse than useless. Have we not all seen old men and old firms with long experience, who still go along in the old worn-out paths, and employ old, antiquated methods, instead of keeping abreast of the times by finding out and adopting new methods and improvements? Experience never teaches such people anything.

It's been different with The Sherwin-Williams Co. Their experience has led them to be inventors, originators, and, therefore, progressive. Years ago experience and intelligence taught them that the public wanted good paint, and were ready to pay for it if they could get it. They were the very first to put on the market a really first-class prepared paint. They had to charge a price for it that was from 25 to 50 per cent. higher than prepared paint had ever been sold at before. Everybody said they were "crazy," that they could never sell it at such a figure—much the same talk as has been heard here for some months past. What has been the result? S.W.P. now enjoys the largest sale of any prepared paint in the States. Other manufacturers, in order to compete with them, had to raise the quality of their paints, and to-day, as is well known, the quality of paints sold in the States is better than it ever was before. We have not the slightest doubt the result will be the same here. Why not? Get S.W.P. now and be in the front.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of
The Sherwin-Williams Paints

MONTREAL

ancestry, and perhaps more inclined to exercise their own energies for the securing of a livelihood.

The merchant who shows an attachment for truth will soon get people to show an attachment for his store.

If we had not competition in business we would soon have decomposition in business, which is ten times worse.

Some people make a mistake in their advertisements; but more people make mistakes by not advertising.

When a man gets above his avocation he should get out of it. If he does not he is likely to go down with it.

One is sometimes led to believe that while nature designs every man for a certain avo-

cation, she does not always furnish him with the eyesight necessary to see the niche which he was made to fill.

Every advertisement should have a point with which to prod people to make purchases at your place of business.

It is not every man that can build up a fortune, but it is within the power of every one to build up a good reputation.

Most of the evils that prevent success in business are from within and not from without the particular business affected.

Business methods, as well as the sciences, progress; retrogressive, therefore, is he who persists in following, in all their ramifications, the business methods of his predecessors.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 10, 1896.

HARDWARE.

THE week has not furnished any marked activity in any line, but a steady distributing trade has been passing and the situation, as a whole, displays more life than a week ago. The quarterly meeting of the makers' association is being held in St. John, N.B., this week, and at this writing nothing is known definitely. Consideration of wire and cut nails will start the business, and some jobbers here expect alterations in the former. Binder twine has shown more life and there has been more call also for churns, cutlery, leather belting, etc.

PLAIN WIRE—For two or three days of the week quite a few orders for plain and twisted fencing wire were received. Latterly it has fallen off. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—There has been some inquiry for barbed wire, but not of a very active sort. We quote as follows: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—There has been a fair enquiry for cut nails. We quote as before; \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs. The quarterly meeting at St. John has checked the demand during the last few days of the week.

WIRE NAILS—These occupy the same position as cut nails, the quarterly meeting checking demand. Discounts, 70 and 10 f.o.b. Montreal for Quebec, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—Business quiet with discount 50 per cent.

HORSESHOES—Little change from last week. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

PRESSED SPIKES—Demand almost nil. Discounts, 30 to 35 per cent.

SCREWS—Quiet, as last noted. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—Continue as before.

BUILDERS' SUPPLIES—Little trade to report.

BRASS AND COPPER WIRE—There is a fair demand, mostly for copper. Discounts are 12½ per cent.

CARRIAGE BOLTS—Quiet and unchanged. Discount, 60 per cent.

IRON RIVETS—There is only a quiet demand for these. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Demand has been rather quieter. Discount is unchanged at 50 per cent.

BINDER TWINE—There has been more enquiry for binder twine, and stocks in jobbers' hands are light. Prices range from 6¾ to 8¼c., as to brand.

ROPE—Quiet and unchanged. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is a fair trade doing. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Demand has been fair, and some increase in the size of orders is reported.

SPORTING GOODS—Trade quiet with nothing striking to report.

GREEN WIRE CLOTH—Any goods that are moving mostly represent balances of old orders. We quote: \$1.50 to \$1.60 per 100 feet.

CHAIN—Business is quiet. Jobbers report that cow ties are held firm and that stocks are light.

PLUMBERS' SUPPLIES—There is a moderate volume of orders passing on country account.

ICE CREAM FREEZERS—There is more enquiry for these, but not of an extensive kind. We quote \$1.40 to \$7, as to size.

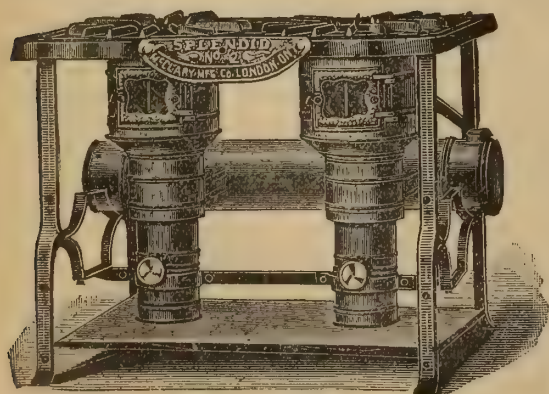
CLOTHES WRINGERS—Only a light demand to note at \$26.50 to \$27.

CHURNS—There has been a good enquiry for churns, with the basis unchanged, 70 per cent. off the list.

TOOLS—There is little to note in this line except some call for sorting lots of harvest tools.

AXES—Business quiet. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5 50 per doz.

BUILDING PAPER—Business has been quiet during the week. Prices are irregular



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

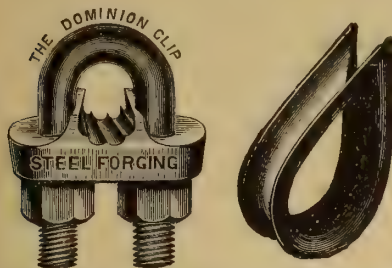
LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealers cannot supply, write our nearest house.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

SPILT MILK..

"Don't cry over spilt milk," but pass on to the next cow. Don't regret that you have missed a sale, or that a customer left you because he would have only the "C" horse nail. Just pick up your pen and order an assignment right off, and resolve that in future you will keep the nail that pleases all that buy or use them. Our name and trade mark—the letter "C"—is on each box. The price is the same as for other brands.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands

.. Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.
TORONTO
will bring you
tenders from the
best contractors.

and difficult to quote. Plain, 30 to 35c; tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—No change in cement, business being quiet. We quote: English, \$1.90 to \$2., and Belgian, \$1.80 to \$1.90.

FIREBRICKS—Dull and unchanged at \$16 to \$22 per 1,000, as to brand.

METALS

There is little change in the situation in heavy iron and metals compared with a week ago. Advices from abroad, however, note continued firmness in tin plate, ternes, galvanized and black sheets and Canada plates, with prompt delivery of orders difficult to obtain, notably on the latter. There is no change in spot quotations, however, despite the firmness abroad.

PIG IRON—Dull, but steady. A few lots of Scotch pig ex-wharf changed hands at \$19.50 for Summerlee, which is rather higher, and the same price is asked for Carron. Canadian brands in round lots have sold at \$16.50, but we quote up to \$17 as to grade.

BAR IRON—Continues quiet and steady at \$1.60 to \$1.65.

HOOPS AND BANDS—It costs rather more to lay these down than before, but there is no change in spot prices, which we quote at \$2.25 to \$2.30.

SHEET STEEL—The same remarks apply to sheet steel, which is held firm at \$2.50 to \$2.75.

SHEET IRON—English advices continue very firm on black sheets, but spot prices are not affected as yet, for business was done at the old range, \$2.40 to \$2.50.

TINNED IRON—Quiet and steady at \$5.75 up to 24 gauge.

LEAD PIPE—There has been a fair enquiry for lead pipe, which we quote at 7 to 7½c., with 30 per cent. off.

PIG LEAD—Business in the main is quiet, with the price unchanged at \$3.25 to \$3.35.

GALVANIZED IRON—There is a fair jobbing call, and importers are experiencing some difficulty in getting supplies forward. Stocks here in two or three hands are considered ample, however. We quote values firm at \$4.25 to \$5.

INGOT TIN—There is little doing and prices on some lots have been shaded to 16c., but we quote 16½c.

INGOT COPPER—There is a small trade doing at 12 to 13c.

SHEET COPPER—Business is fair for import. We quote prices at 15½ to 16c.

IRON PIPE—Business is not active and there is still more or less variation in cost. Discounts range all the way from 50 to 70 and 10 per cent.

CANADA PLATES—Importers are experiencing great difficulty in having orders

FOR SALE

70 doz. empty Hand Grenade
Fire Extinguisher Bottles for
refilling, 20c. per doz.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

promptly filled abroad. Values are upward at primary market, but the spot range is unchanged at \$2.15 to \$2.25.

TIN PLATES—There is no change in tin plates. Two or three holders here control ample stocks, so that the firmness in England is not affecting spot prices here. We quote coke \$2.65 to \$2.75 and charcoal \$3 to \$3.25.

TERNE PLATES—Advices are firm on these, and import orders are delayed on the other side. Actual business from stock here is quiet and prices unchanged at \$5.75 to \$6.25.

SOLDER—Quiet at 11½ to 13c.

SHEET ZINC—Very little doing. Values as before, at 5 to 5½c.

SPELTER—As last noted, at \$4.50 to \$4.75.

ANTIMONY—Quiet at 10c.

GLASS.

There is no change in the glass market. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business for the past week has been fair, the demand applying to all staples. White lead, with a tendency to higher prices, continues in active request. Paris green has been selling freely, and the season in the east promises to hold out for some time yet. Liquid paints and colors are more in demand than two weeks ago. Linseed oil and turpentine, with easy quotations at centres of production, are still obtainable at the former low figures.

WHITE LEAD—In active request and firm. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Stiff and in limited supply. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Good demand at the listed prices.

PARIS GREEN—In active demand: Casks, 14c.; drums, 14½c., and packets 15c.

LINSEED OIL—Demand is good. Raw, 51c. and boiled 54c.; round lots 1c. less.

TURPENTINE—Firm at 40c in any quantity, less 3 per cent. 30 days.

NAVAL STORES—Business dull. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is a fair business in heavy chemicals in a quiet way. We quote: Bleaching powder, \$2.00; bicarb. soda, \$2.25 to \$2.35;

sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

There was no change in this market during the week. We quote as follows: Canadian refined, in car lots, 15½c, 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Quiet and unchanged at 4 to 6c., as to grade.

ASHES.

The ashes market is quiet and unchanged. We quote: Pots, firsts, \$3.60; seconds, \$3.30, and pearls, \$4.75 per 100 lbs.

MARKET NOTES.

Tenders were put in this week for 10,000 barrels of cement to be used in the construction works of the Lachine Rapids Power Co. Contracts will be awarded in the course of a few days on the offers submitted.

Lamlough & McNaughton, St. Sulpice street, have been appointed the Canadian agents of the Ralph Temple Cycle Co., Chicago. Illustrated catalogues are now on hand and will be supplied to any applicant mentioning **HARDWARE AND METAL**.

The quarterly meetings of the different associations are being held this week at St. John, N. B. Among the Montrealers who are attending are: Wm. McMaster and J. P. Kinghorn, Montreal Rolling Mills; J. Peck, of Peck, Benny & Co.; H. Abbott, of Abbott & Co., and others.

ONTARIO MARKETS.

TORONTO, July 10, 1896.

HARDWARE.

FOR some unexplained reason there has been quite a falling off in trade during the past week, the volume of business now passing being small. This is particularly noticeable in shelf and heavy hardware. Ordinary fence wire is still quiet, and although the same may be said of barb wire, yet the movement in it is better than in the former. A slight improvement is noted in the demand for cut nails. Increased activity is noted in rivets and burrs.

Sporting goods still fail to exhibit much life. In plumbers' supplies, although some nice contracts have been secured, the general trade is not as brisk as it was. Clothes wringers are experiencing an improved demand, but the opposite is the case in regard to churns. The demand is being well maintained for harvest tools. Increased activity is to be noted in building paper.

ORDINARY FENCE WIRE—The situation is much about as before, the orders not coming in very freely. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

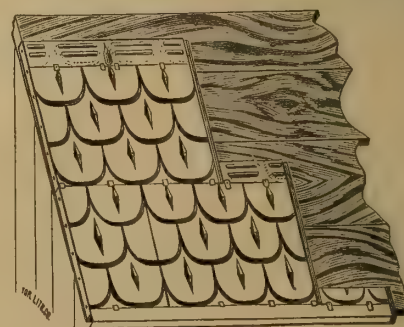
BARB WIRE—The demand is a little better than that which is being experienced for ordinary fence wire, but very few large quantities are going out. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—The demand seems to have improved a little, being now relatively better than for wire nails in some instances. Base price, \$2.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Orders are coming in steadily, but sales are not large. The manufacturers met in St. John, N.B., this week, but no changes were made. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec,

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Business keeps quiet. Discount, 50 per cent.

HORSESHOES—Trade is quiet. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—Trade is still quiet. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head, brass, 72½ per cent.

BRASS AND COPPER WIRE—Demand continues fair. Discount, 12½ to 15 per cent.

CARRIAGE BOLTS—Trade is quiet. Discount, 60 per cent.

RIVETS AND BURRS—The demand is improving, both for copper and tinned. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Orders are coming in more freely, and the factories are reported to be all busy. "Ninety per cent. of the dealers," remarked a jobber, "are buying as they require, in half, one, two and three ton lots. Very few hardware dealers throughout the country have placed orders for carload lots. Orders, therefore, are small, and they are being rushed forward without much delay. At the end of the season, therefore, very little binder twine ought to be left over." Although the demand is better, there are a good many who would like to see it improve still further. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. The quotations are subject to a rebate of ½c. per lb. on carload lots.

ROPE—While this is being frequently called for, it is only in single coil lots. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—The demand for the leather belting has not been as good as for the rubber. A number of enquiries are reported for the endless. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Business is still of a light sorting up character.

SPORTING GOODS—There is very little demand, business being nearly altogether in powder and small lots of shot and cartridges.

PLUMBERS' SUPPLIES—We hear of one or two nice contracts being secured, but busi-

METAL BUILDING MATERIAL

**Siding, Ceiling,
Roofing, Lathing,
Shutters and Doors**

Of our well known Patented
and Registered Designs at
very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

ness, generally speaking, does not appear to be as good as it was a week ago.

GREEN WIRE CLOTH—Business is light at \$1.50 per 100 square feet.

COIL CHAIN—Dull. Ruling quotations are: Quarter inch, 4½c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

ICE CREAM FREEZERS—There is practically nothing doing. We quote: \$1.40 to \$7, according to capacity.

CHURNS—Trade is again quiet, the improved demand noted last week not having been maintained. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—This line does not yet show any improvement. We quote: \$26.50 to \$27.

SCREEN DOORS AND WINDOWS—Occasional orders are still being received, although only for small quantities.

HARVEST TOOLS, ETC.—Little change is to be noted in the volume of business beyond the fact that grain cradles and cradle scythes are now in daily demand. In spades and shovels the trade is only fair.

GARDEN HOSE—While the demand still remains steady, the volume of business is not large. We quote: Lion, 70 to 70 and 5 per cent; Competition, 75 to 75 and 5

BUILDING PAPER—Quite a few orders for quantities have been received during the week. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—Very little being done. Discounts, 65 and 10 to 70 per cent.

TINWARE—Business in tinware is fair.

METALS.

The pig iron market continues dull. Galvanized iron is quoted 10c. per 100 lbs. dearer. Canada plates show an advance of 10 to 15c. per box.

BAR IRON—Business still fails to show any improvement. The idea as to base

price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is quiet. Prices are unchanged at \$2.30 to \$2.35, according to quality.

SHEET STEEL—Trade continues good. Stocks, however, are low in a number of gauges, especially in "Dead Flat." We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—The demand is not quite as good as it was a week ago, but prices are firm. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge \$2.50; 28 gauge, \$2.60.

TINNED IRON—Business is moderate at unchanged prices. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅝c. per lb.

LEAD PIPE—The demand is fair. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

PIG LEAD—Quite a number of enquiries have been received this week, but few, if any, large lots appear to have changed hands. We quote 3¼ to 3½c.

GALVANIZED IRON—An advance of 10c. per 100 lbs. is announced. The demand is good. We quote Queen's Head or equal brands: 16 gauge, \$4.50 per 100 lbs.; 17 to 20, \$3.85; 22 to 24, \$4.00 to \$4.25; 28, \$4.60. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—There has been a good demand during the week, but for small quantities only. Quotations would be shaded for large quantities. We quote: 16 to 16½c. for ordinary quantities.

INGOT COPPER—Has been slow with prices unchanged at 12½ to 13c.

SHEATHING COPPER—Quite a quantity has changed hands during the past week, both on import account and from stock.

For braziers' and roofing the usual demand is being experienced. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade is not as good as it was a week ago, although some fair orders have been received. We quote as follows: English, $\frac{1}{4}$, 60 and 10 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ inch, 67½ per cent.; $\frac{3}{4}$ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, $\frac{1}{4}$ -inch, 67½ per cent.; $\frac{3}{8}$ and $\frac{1}{2}$ inch, 67½ per cent.; $\frac{3}{4}$, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

RANGE BOILERS—A further falling off in the demand is to be noted. We quote: Domestic, galvanized, 30 gal., \$5.75 to \$6.35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—Prices have been advanced 10 to 15c. per box. Very few shipments are being made from stock except in the light gauges. There is a marked scarcity in all-bright, and some doubt whether sufficient will be imported to fill orders already booked. We quote: All dull, \$2.30; half polished, \$2.25 to \$2.35; all bright, \$3.

TIN PLATE—No large orders either in coke or stamping plate are reported, business being quiet. We quote: Charcoal, I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes.

SOIL PIPE—An odd jobber reports sales fairly good, but on the whole business in this line appears to be quiet. Discount, 60 per cent.

TERNE PLATES—The increased enquiries noted last week appear to have been continued. We quote: I C, \$6.25; I X, \$7.50.

SHEET BRASS—The demand is fair at unchanged prices. Discounts, 25 to 33½ per cent., according to quantity.

SOLDER—The demand is light. We quote 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—The demand in this line has been a little better during the past week. We quote 4½ to 4¾c., according to quality.

SHEET ZINC—Is quiet, only small quantities being called for. We quote 5¼ to 5½c.

ANTIMONY—Quiet. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL.

The dealers are pretty well stocked in consequence of the free deliveries, and we quote agricultural, stove, cast and machinery cast scrap a little lower. We quote as follows: Agricultural scrap,

47½ to 50c per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c per lb (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7 to 7½c; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c. scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 3¼ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs.

GLASS.

Documents have now been received by the jobbers covering nearly all the orders booked early in the season. It will only now be a matter of from seven to ten days before all the parties who imported through the jobbers will have received their supplies. The demand from stock is light, being merely for sorting-up sizes. We quote: \$2.20 to \$2.30 for first break, \$2.50 to \$2.90 for third, and \$3.20 for fourth break. For first break in 50-foot boxes we quote \$1.15 to \$1.25.

PAINTS AND OILS.

This has been a "heavy goods" week amongst the trade. Buyers who were holding aloof are now convinced that there will not be any tariff changes for an indefinite period, and are now supplying their wants. White lead, as indicated in our last, has appreciated fully 25c. per 100 lbs., and the output shows great activity. Staples of all kinds are selling freely. Varnishes and japans are in fair request and prices are steadily maintained amongst the leading makers. Household requirements, such as liquid paints, enamels and stains, are being called for, as the dealers are sorting up their stocks, which were somewhat "ragged" owing to the lull in business during the election week. Mortar stains and oxides are dull. Roofing paints, both in graphite and red pigments, show considerable improvement. Paris green has had a little spurt with the advent of warm, moist weather. There is still free buying in the east. Red lead—Very little on the market or in sight, and quotations are firm. Putty, whitening, gold leaf and painters' sundries are without change. A reduction of 1c. per gallon has taken place in linseed oil.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, 4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c.; drums, 14 to 14½c.; 1-lb.

packages, 15½c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 52c.; ditto, 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 41c.; 5 to 9 barrels, 40c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and \$¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

MARKET NOTES.

Galvanized iron is 10c. per 100 pounds dearer.

The wire nail makers have decided to leave prices as before.

An advance of 10 to 15c. per box is announced in the price of Canada plates.

The manufacturers have made a reduction in the shoe finders' list. Particulars elsewhere.

The James Robertson Co., Ltd., report a steady increase in the sale of lead pipe, traps and bends.

H. S. Howland, Sons & Co. are in receipt of a shipment of Bengal razors, and are now in a position to fill all orders for the same.

Craig, MacArthur & Co. have been appointed agents in Toronto for the American



"Standard" range boiler. This firm has also been appointed agents for the "Cumberland" steel ground shafting.

The foreman of the saw works of the James Robertson Co., Ltd., reports large orders for cross-cut saws, especially the "Invincible."

The Soil Pipe Association met in Toronto a few days ago, but made no changes as far as the prices and terms to the retail trade are concerned.

Another shipment of window glass has been received by H. S. Howland, Sons & Co. The firm's stock of both double and single thick is now complete.

The Ontario Lead & Barb Wire Co. have secured a couple of nice orders during the week. One amounts to about \$1,000, which is considered a fairly good order these days.

The "Monarch" tank manufactured by the James Robertson Co., Ltd., has met with a large demand. More of this brand is being sold than any other; being cheap and well finished, it is often taken instead of the higher priced tanks and answers the purpose just as well.

H. S. Howland, Sons & Co. are in receipt of a large shipment of "Matchless" metal polish. The firm will carry a stock of this polish now in tins of three sizes, which can be retailed at 5, 10 and 20c., and yielding a fair profit. It is claimed for this polish that it will clean all kinds of brass, copper, steel and white metals.

The Thos. Davidson Manufacturing Co., Montreal, are putting a new line of enamelled ware on the market called "Victoria Ware." It is a light blue mottle, very attractive in appearance and heavy. The firm report having placed a good many orders for this line and that the goods are giving excellent satisfaction.

A wringer to be a good seller must be a good worker. In the advertisement elsewhere of the Hobbs Hardware Co., London, Ont., will be found a reference to the "Lightning" wringer which is warranted to be of the desired class. It is lever adjustment, simple in construction and quick in action.

UNITED STATES MARKETS.

NEW YORK, July 10, 1896.

PIG IRON—Trade purchases were moderate, and inquiries not only averaged small, but involved no great amount of metal. Speculative interest was very tame also. Stiff London advices served to brace values, however, and spot stock could have been secured at little if anything below 13.65 to 13.70c. f.o.b., although smelting prices for contracts were bulletined at 13.55 to 13.60c. on 'Change.

COPPER—Home buying of ingot is moderate and export business as far as can be

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

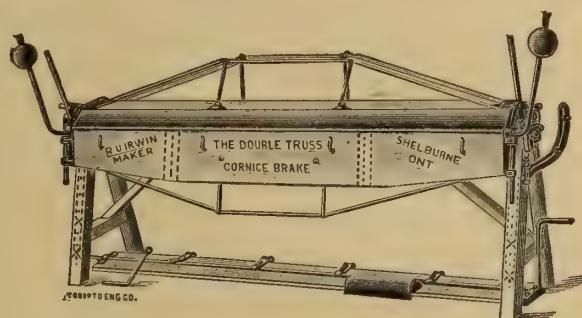
MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .

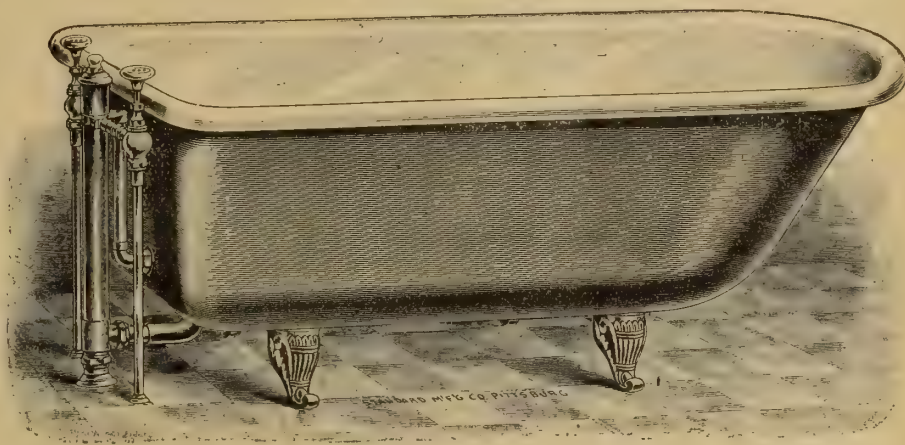


Our 8-foot \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot header for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS
CORNICE BRAKE CO.

Shelburne, Ont.



Porcelain Baths

. . . ARE . . .

CLEAN, DURABLE, AND CHEAPER

than anything else, quality considered. Have you seen our Belmont Closet?

If you have not received a copy of our Sanitary Catalogue send us your address.

The **YOUNG & BRO. CO., Ltd.**

Hamilton.

learned is only fair. London advices note calmer speculation there, and purchases for foreign consumption, it is advised, are not up to the late averages. However, producers and other sellers keep very firm, and lower prices than 11½c. for Lake Superior, 11¼ to 11⅜c. for electrolytic, and 10¾ to 11c. for casting stock are not openly quoted. Indications were that considerable copper could be sold at about ¼c. under the inside figures above named.

PIG LEAD—The market remains in a depressed condition. There were offers to sell at 3c. here, prompt shipment, and at corresponding figures in the west; but buyers generally are quite as indifferent as they were when prices ruled several points higher. London cable quoted £11 for soft Spanish.

SPELTER—Moderate sales only are being made here, and the demand continues spiritless. Western accounts are still very tame also. Prices are steady, however, at 4.05 to 4.15c. for western. London cable quoted £18 2s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet. Regulus quoted at 7⅜ to 7¼c. for Cookson's; 6⅝c. for Hallett's, and 6½c. for Japanese, from store.

TIN PLATE—There is no improvement in the demand, but sellers still offer reservedly and stand firm on prices that have ruled for some time past.

IRON AND STEEL—All branches of the market remain in a more or less quiet condition and values are still rather weak all along the line, although not quoted materially lower in any instance.

BICYCLES FOR 1897.

While it may be somewhat early to forecast the conditions of next year's bicycle trade, or the nature of the 1897 models, some intimations have been received that are worth recording. In the first place, it seems a settled fact that makers of strictly high grade wheels will rigidly maintain prices. There may be some lowering of prices of medium grade wheels, particularly those of the least known makers, but, on the other hand, most of the manufacturers of high grade \$100 wheels, who have not heretofore made medium and low priced wheels, will enter the market with these goods, thus serving to raise the standard.

As to the wheels themselves there will be few changes. The standard tubing promises to be 1⅝ inches in diameter. Weights of roadsters will again be reduced, it is averred, 20 pounds becoming the average weight. Some of the manufacturers of strictly high grade wheels are said to be contemplating the adoption of the gear case on both

diamond and drop frames, following the lead of the English.

There is a general feeling in the trade that the number of lines of trades carrying wheels next year will be greatly reduced, and that the retail business will be confined mainly to the exclusive bicycle stores and leading hardware stores in the large cities and to the hardware trade in the smaller towns.—Stoves and Hardware Reporter.

A DROP IN LINSEED OIL.

Linseed oil, raw and boiled, has been reduced in price 1c. per gallon all round both on single and five-barrel lots. Quotations, Toronto, are now as follows: Raw, 1 to 4 barrel lots, 50c.; ditto, 5 to 9 barrel, 49c. Boiled, 1 to 4 barrels, 53c.; ditto, 5 to 9 barrels, 52c.

SIMPLE WAY TO DISPLAY CUTLERY.

A very simple but unique manner of displaying knives, scissors or other small articles, according to Stoves and Hardware Reporter, is to attach them to ordinary wire cloth which can be fastened between the floor and ceiling of the window away from the sides, or stretched across the corner of the window. At a little distance, and particularly in the evening, it puzzles one to discover what the goods are attached to; they seem to be resting on nothing but air. The goods can be attached to the wire cloth by means of small hooks, or, better still, by cutting one of the small squares and catching the article in the loose end of the wire.

PERSONAL MENTION.

James George, secretary-treasurer of the Ontario Lead and Barb Wire Co., leaves Quebec to-morrow for a three months' trip to Europe for the benefit of his health.

TWO SELLING NOVELTIES.

In the advertisement of the James Morrison Brass Manufacturing Co., there are two illustrations of novelties of which they are just now making a specialty. The "Superlative" Filter has met with considerable success, and has many features that are peculiar to it alone. One of its peculiarities is that the water is filtered while going upwards instead of downwards.

The "Ring Shower" consist of a perforated nickel ring, attached to rubber tubing. The ring is placed over the bather's head and rests upon his shoulders so that the head need not be wet unless he desires it. This is a point that appeals at once to women. For a compact and inexpensive shower bath, the "Ring Shower" cannot be beaten, and as it can be supplied to the consumer at \$2.75, it ought to be an easy novelty to introduce.

Keep your character, even if you have to let your business go. It is easier to recover a lost business than a lost character.

Judging from the recent election campaign, parliamentary as well as business aspirants sometimes lose their deposits.

Merit in the merchant and merit in the goods he sells are more to be sought after than gold: They, indeed, bring the gold.

Many a man who starts out well in life's race is, through lack of proper training, distanced by those who were slower to get away.

"To the pure all things are pure." But it will not do to presume that impure goods can therefore with safety be palmed off as pure goods.

If you persist in putting off for to-morrow what you should do to-day you will learn that the to-morrow does not always bring the opportunity.

When a business man opens his mouth practical words usually proceed from it; when a politician opens his mouth it is wind that usually proceeds therefrom.

Good Varnish

Is that which when properly applied will make the work have a nice, clear, smooth, sharp appearance—that will show up the beauties of the object to which it is applied and preserve it. It should dry perfectly and wear a long time.

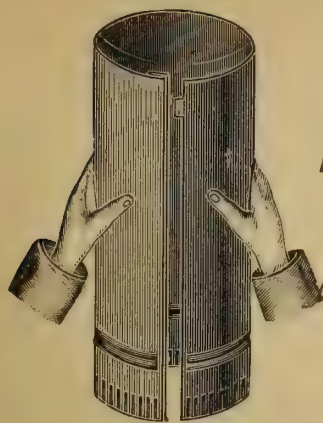
When you get these good qualities, and besides a varnish that works well—that is, that can be easily applied by anyone without being an expert, you have a perfect Varnish, or in other words

PERFECTO

the varnish we sell under this name. Packed in 10 gal. cases, viz. 2/1 gals., 4/½ gals., 12/¼ gals., 16/⅓ gals., 16/1-16 gals. Price, \$2.25 gal.

The Cottingham Varnish Co.
Limited

Mrs. Pratt & Lambert Varnishes
—MONTREAL



Patented

Empire Stove Pipe..

*Returned
July 13, 1896
T.A.D.*

Manufactured by ..

Only practical, durable, smoke-proof, "Knock Down" Stove Pipe made. Tongue, as shown in cut, slips easily into fold opposite, then bent down, holds the pipe as solid as a rock.

No profanity required to put these pipes together.

Neatly packed 25 lengths in a crate.

THE THOS. DAVIDSON MFG. CO. LTD., MONTREAL

ELBOWS, COAL HODS, FIRE SHOVELS, STOVE BOARDS, ETC.

TRADE CHAT.

THE roof is on the Radial Electric Railway power house, Hamilton, and the machinery will be put in next week. The switch has been laid connecting it with the Grand Trunk track, and good progress is being made laying the wires.

Goderich Lumber Company, capital \$45,000, in \$100 shares, has been incorporated.

T. A. Keating, of Bond & Co.'s hardware, Guelph, has returned from a business trip north.

A. Slaght, inspector of mines, has left to examine the mines in the Lake of the Woods and Rainy River country.

A destructive fire occurred in the pattern room of Brown & Bogg's machine shop, Hamilton. The firemen were summoned and extinguished the blaze with creditable celerity.

Mr. John C. Shoff, general merchant, of the village of Birr, has sold his store and dwelling to Mr. Charles E. Harding, of Balymote, who intends building an addition to the structure, and will be ready to commence business, it is thought, in a short time.

The year's trade returns of St. John, N.B., just published, are quite satisfactory, showing in many cases an increase over last year.

Total revenue collected, \$797,805.67; that for the year ending June 30, 1895, was \$753,226.67, showing an increase of \$44,579. Number of manifests received, 6,424, an increase over the previous year of 1,124. Savings bank deposits for year ending June 30 were \$675,985.35; withdrawals, \$605,341.67; balance on deposit July 1, \$4,035,571.52. Number of vessels entered from foreign parts during the year, 1,683; coastwise, 2,881.

Col. Engledue, of London, England, chairman of the South Africa General Development Syndicate, who has been in Toronto for some time, left the other day for New York en route for England. It was mentioned a few days ago that he had obtained an option on the Mikado gold mining property on Bag Bay, Shoal Lake. Samples of the ore taken from this location have been assayed by Prof. Heys, and the average of five of them showed that the ore went a little over \$90 to the ton.

A young fellow, who occupies a position on a big newspaper and turns out "copy" easily and in abundance, called the other day at a hardware shop. "What do you require?" demanded a polite shopkeeper. The brilliant journalist was engaged in thought and answered absently: "A pair

of scissors." "For what use?" The young man answered, with an intensely pre-occupied air, "Scissors—to use in writing."

A good furniture polish, which gives a soft, oily finish to furniture and wood work, is made of one scant ounce of linseed oil, one full ounce of turpentine, and three-fourths of an ounce of cider vinegar. Shake it until thoroughly mixed, then rub the furniture with the mixture, allow it to stand a short time and then polish it well with a soft, dry flannel cloth.

TRAIL'S PIONEER MERCHANT.

Mr. H. T. Bragden, of Trail, B.C., is the pioneer merchant of the district. He was the first to establish a business at Trail. His line is general hardware and miners' supplies, and his warehouses are well stocked. Mr. Bragden has been connected with mining since 1870, and is familiar with all the great mining camps of the Rockies south of the boundary line. He claims that the Trail district surpasses them all. This, he says, is not boom talk, but the actual fact.

While HARDWARE AND METAL was conversing with Mr. B. in his warehouse the shots from the mines could be heard reverberating through the adjacent mountains that tower around Trail. Mr. Bragden became the first subscriber at Trail for HARDWARE AND METAL.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine

Binder Twine

.. OUR ..

Special Amber Shield Brand.

The best value of any twine on the market.

Quantity limited.

Send orders promptly.

A SAMSON IN A FOUNDRY.

AT one of the Allegheny foundries where large cast iron car wheels are made, a long standing joke practised on green hands by some of the older employees was to send two men after a pair of wheels.

The old employe, in accordance with the plans, picked up a wheel which was an exact counterpart of the cast iron wheels weighing 500 pounds each, and, lifting his light burden, trudged away to another part of the establishment, while the other workmen, concealed in various places, laughed themselves hoarse at the frantic efforts made by the new man to carry the heavy iron wheel.

Last week a big strapping young Irishman, just landed from Limerick, secured employment in the place as a laborer. He was put to work with a little Englishman, not more than 5 feet 3 inches in height and who weighed only 112 pounds.

The two were often sent to carry molds and other heavy articles, and the big Irishman complained that his partner was only half a man and not fit to carry wheels for a clock tinker, not to talk about working in an iron foundry. The other men, seeing how affairs stood between the two who were so unevenly matched in strength, perceived an excellent opportunity to work the car wheel joke for the hundredth time. They posted the little Englishman, and, after getting the foreman's consent, had the wooden wheel with its counterpart, a cast iron one weighing 550 pounds, placed at the lower end of the foundry and then they ordered the Irish giant and the British dwarf to go quickly and bring the couple of wheels.

The two started off together and the men hid behind boxes and barrels, and in anticipation of the fun unbuttoned their vests so as to give full play for laughter. Little Billy, the Britisher, reached the place first, and, picking up the wooden wheel, hoisted it to the top of his head and started off with an easy motion that surprised the son of Erin, who was in doubt about the ability of the

little fellow to carry one side of a wheel, not to talk about lugging a whole one.

Pat then bent down, and after giving the iron wheel a mighty tug, straightened himself up, and with a look of the utmost amazement depicted on his face, watched the Englishman hurrying away with his load. Then it was that those who were near enough to the scene heard Pat make use of an awful oath, and stooping down, he seized the heavy wheel, and by an almost superhuman strength, raised it up to a level with his head, and with the tremendous load in the air staggered into the other room and threw it on the floor with a crash that shook the whole building.

The floor gave way under the shock and the wheel went clear through to the cellar while the men who stood by in amazement watching the prodigious feat of strength finally broke forth in a shout of laughter and applause. Many a time had the joke been perpetrated but never before was the iron wheel lifted and carried till Pat performed the formidable task.—Pittsburg Post.

TENSILE STRENGTH.

Hard steel, states Dr. R. H. Thurston, weighs 490 pounds per cubic foot, and a rod one inch square sustains 78,000 pounds; cast iron weighs 444 pounds, and supports

16,500 pounds per square inch, and aluminum weighs 168 pounds, and has a tenacity of 26,000 pounds. Ordinary woods are 10 or 12 times as bulky as steel. Weight for weight, some woods are stronger than steel, a bar of pine just as heavy as a bar of steel one inch square holding up 125,000 pounds, the best ash, 172,000, and some hemlock 200,000 pounds.

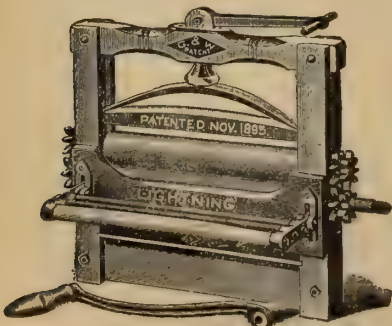
THE WAY IT'S TOLD.

Your business may be fairly bristling with enticing things to talk about, but unless these good things are refined and worked into short, readable sentences, the reader won't be apt to see them as you see them, says a writer in Trade Magazine.

What you have to say about your goods may have been said a million times before; the way you say it, if you say it your way, is a new way, and will convince your readers in your favor—if it's true.

Don't merely assert that you have the cheapest or the best store in town, but pick out some seasonable article and talk about it—describe it. A bit of description, if it's vivid and true, will fetch people every time. Because your competitor's advertisements tinkle with meaningless boasting is just why you should take a tack and turn another way. Break away from old cut-and-dried methods and give your readers a refreshing surprise.

Boeckh's — BRUSHES AND BROOMS



Varnished Maple Wood
Frame

The Lightning Wringer

WARRANTED

To do better work than any
other wringer made.

LEVER ADJUSTMENT

SIMPLE IN CONSTRUCTION

QUICK IN ACTION

HOBBS HARDWARE CO. - London, Ont.

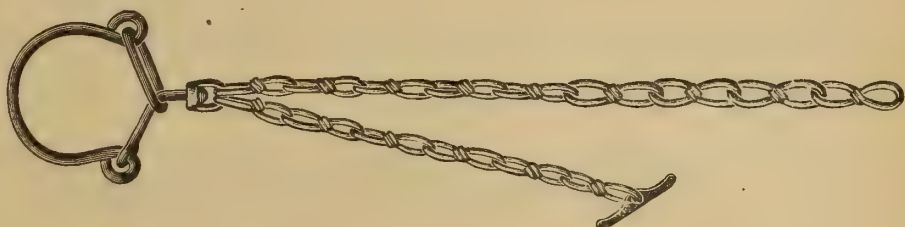
PARIS GREEN

From $\frac{1}{4}$ -lb. Cardboard Boxes to Casks of 600 lbs.
LOWEST PRICES.

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, TORONTO.

Cow Ties

OPEN RING
CLOSED RING and
WALTON.



Our COW TIES are made of Brown's Patent Steel Chain. There is no other on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our TIES of a given number are fully equal in strength to a size larger of any other make on the market. Write for Catalogue.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

PARIS GREEN

Government Standard

Guaranteed Pure

$\frac{1}{4}$ -lb. Packages

50-lb. Drums

$\frac{1}{2}$ -lb. Packages

100-lb. Drums

1-lb. Packages

250-lb. Kegs

... WRITE FOR PRICES ...

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

NEW METHOD OF JOINING BRASS WORK AND LEAD PIPE.

PATENTS have recently been granted in the United States and Canada for a new method of attaching brass work, such as taps, couplings, etc., to lead pipe, which entirely does away with the wiped joint.

The process is the result of several years' experimenting on the part of the inventor, and, previous to being patented, was subjected to a twelve months' test in a private house, all the taps and brass work being attached to the pipes by the new method, which proved entirely satisfactory, not a joint leaking or showing the slightest signs of giving out at the end of the year's trial.

The brass work has to be specially made to utilise the method, but will cost no more than the ordinary brass fittings, and there will be a saving in time and solder of from 50 to 75 per cent. in making the joints.

The principle of the invention lies in a peculiarly shaped projection cast in the brass work, which is inserted in the pipe, which is slightly opened to receive it. After being cemented with a patent cement a nut is run into place which, on being tightened up, forces the metal of the pipe around the projection so tightly that with the aid of the cement it forms a perfect joint that no amount of pressure or vibration can loosen. Having tested it fully on hot water taps, which is one of the severest of tests, the patentees are certain they have a good thing. The inventor is Mr. George H. Meakins, of Hamilton, Ontario, who is well and favorably known as an expert mechanical engineer. A company has already been formed, and the invention will be placed on the market at an early date, application having already been made both by United States and Canadian capitalists for territorial rights.

A BOOM IN OIL.

The discovery of new and promising oil wells in Bothwell, Pelee Island, and Dunwich is causing considerable stir in their vicinity. At the wells in Bothwell the flow is so great that teams are required constantly to haul the oil to the cars, there not being sufficient tankage at the wells to hold the oil for any length of time. The discovery has caused considerable activity among prospectors, who are seeking new locations. Crude petroleum is now quoted at \$1.50 a barrel in the Petrolia district. There seems to be little prospect of oil getting down to the dollar mark again, as it was last year. "Petroleum properties all over the world are being developed with increasing activity," remarks The Woodstock Sentinel-Review. "None of the new and coming discoveries

for producing light will adversely affect the production of oil or the manufacture of coal gas. The former has an immense field before it as a fuel for locomotives, motor carriages, steamship and stationary engines. It will not be many years till the carting of coals through the streets and dumping them in cellars will be a thing of the past. People of the next decade will wonder how such a nuisance was ever tolerated when the whole heating of cities can be more economically effected by the distribution of gas through underground pipes."

RETAIL HARDWARE CLERKS.

THE retail hardware clerks of Montreal have formed themselves into an association, and held their first annual picnic to Otterburn Park on July 5th, when a very enjoyable time was passed. The leading hardware merchants contributed handsomely in the way of prizes. Following are the officers: Honorary president, P. P. Mailloux; honorary vice-presidents, J. H. Wilson, O. Faucher, E. N. Heney, Fred. Bacon and Chas. Letourneau.

President, E. S. Porcheron; vice-president, Ludger Gravel; treasurer, W. A. Dansereau; secretary, Arthur Leger.

Board of Management—Messrs. Laperle, Paquette, Picard, Mailloux, Blain, Derouin, Besner, Frigon, Fogue, Beauvais, Aubin, Maille, Quevillon, Rondeau, Martineau, Delcourt, Marien, Prevost, Genereux and Choquette. There are already over two hundred members, and everything indicates that the new association will meet with great prosperity. They will apply for incorporation in the course of two or three weeks, and they will afterwards have a hall of their own.

PROMPT PEOPLE.

Don't live a single hour of your life without doing exactly what is to be done in it, and going straight through it from beginning to end, says Merchant Sentinel. Work, play, study—whatever it is, take hold at once and finish it up squarely; then to the next thing, without letting any moments drop between. It is wonderful to see how many hours these prompt people contrive to make of a day; it is as if they picked up the moments which the dawdlers lost. And if ever you find yourself where you have so many things pressing upon you that you hardly know how to begin, let me tell you a secret: Take hold of the very first one that comes to hand and you will find the rest all fall into file, and follow after, like a company of well-drilled soldiers, and though work may be hard to meet when it charges in a squad, it is easily vanquished if you can bring it into line. You may have often seen the anecdote of the

man who was asked how he had accomplished so much in his life. "My father taught me," was the reply, "when I had anything to do, go and do it." There is the secret—the magic word "now!" Make sure, however, that what is to be done ought to be done. "Never put off till to-morrow what you can do to-day" is a good proverb, but don't do what you may regret.

A COMPARISON OF DRUMMERS.

THE commercial traveler in England is little different from his American brother, pursuing the same line of policy in "getting there" so far as securing trade is concerned. His invariable rule, however, is that his first price given to a local merchant is his last and only one. There is no going in the morning with an offer and then in the afternoon with an extra inducement to make the trade. This being the invariable rule, it saves much labor and apprehension in the mind of the buyer that he has not done so well as he could have done with more diplomacy.

Everything is done for the comfort of the traveler, and at the hotels a special apartment called the commercial room is set apart for his exclusive use. In this room smoking is prohibited until 9 p.m., a place being devoted to that purpose at other times. The traveler takes his meals in the commercial room, the dinner being a set affair in which all travelers in the house generally participate. The oldest man is at the head of the table and is called the president, while at the foot is the youngest man, and he is termed vice-president. Selections of food are often made by vote, and two or three will club together for special dishes or wines, the president generally putting the question.

A dinner costs in this way from 50 to 75 cents and other meals in proportion, very good food and service being had throughout Great Britain and Ireland at these prices. At these dinners and in the general conversation no introduction of one to the other, if strangers, is necessary, and all join in the general conversation and story-telling, a trait common to the whole brotherhood of commercial travelers, be they found in London, New York or Kamchatka.—Hardware.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

THE LAURIER CABINET.

HARDWARE AND METAL is in a position to announce that Mr. Paterson will be Controller of Customs in Mr. Laurier's Cabinet. Mr. Fielding will be Minister of Finance; Sir Richard Cartwright, Minister of Trade and Commerce, and Dr. Borden will be Minister of Militia.

It is understood that Sir Richard Cartwright wanted the Finance Ministership and that Mr. Laurier was inclined to fall in with his wish for one session at least, but Sir Oliver Mowat, backed up by a deputation of business men, who persisted that Sir Richards's extreme free trade views were inimical to their interests, succeeded in persuading Mr. Laurier otherwise. Strong influence, however, had been brought to bear on Mr. Laurier with a view to persuading him to give Sir Richard the Finance Ministership.

Nearly all the other portfolios have been decided upon, but they are not of special interest to our readers.

Toronto will be represented by Mr. Wm. Mulock, one of the few lawyers HARDWARE AND METAL has favored. It may also be remembered that nearly two years ago a hope was expressed that Hon. Mr. Fielding would enter Dominion politics.

REDUCTION IN THE SHOE FINDERS' LIST.

The various manufacturers appertaining to the hardware trade are meeting this week in St. John, N.B. Up to the time of writing the only changes we hear of are in regard to the shoe finders' list, in which the discounts have been increased.

The discounts according to the new list are as follows: Swedes shoe nails, 52½ per cent.; soft steel shoe nails, 52½; iron shoe nails, 47½; zinc shoe nails, 35; brass shoe nails, 35; copper shoe nails, 35; hard steel shoe nails, 35; shoe tacks, 50; channel nails, 50; Hungarian nails, 40; miners' tacks, 35; counter sunk Swede nails, 35; gimp nails, 35; hob nails, 35; heel plate nails, 35; zinc shank nails, 35; steel wire shoe rivets, 20; brass wire shoe rivets, 20; clinch point shoe rivets, 20 per cent.

Just as we go to press we hear that the Wire Nail Association have met and decided to make no change.

A press despatch from Hamilton says: "Charles E. Doolittle, president of the Ontario Rolling Mills Co., denies the report in The Canadian Manufacturer of July 3, that the mills were closed down because of the success of the Reform party. He says the mills closed down yesterday owing to the slackness of work, but they will start up again next Monday."

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO

Marlin Repeaters

MODEL 1893

25-36,
32-40,
30-30 SMOKELESS
AND 38-55.



**SOLID TOP
and
SIDE EJECTION**

Guaranteed in all particulars

**The finest REPEATING RIFLE on
the market**

For sale by the trade everywhere.

Send for catalogues of our full line to

THE MARLIN FIRE ARMS CO.

NEW HAVEN, CONN., U.S.A.

***SLEIGH
BELLS***

**BACK BELLS
BODY BELLS
SHAFT OPEN BELLS
SHAFT GONGS
TEAM BELLS
SADDLE GONGS, Etc.**

IN GREAT VARIETY

Manufactured by
Walter Grose, Montreal

Catalogues and Price Lists on Application.

The McCready Bicycle

Is without exception the most satisfactory wheel on the market to handle.

WHY? Because it is now so well known throughout the Dominion its name will sell it. For easy running it has proved itself superior to all others by winning a higher percentage of races entered in than any other wheel on the Canadian market. Write for our terms to agents.

We also have on hand a large stock of

Guns, Rifles and Ammunition

on which we are offering special inducements to the trade in order to get rid of them before moving into our new premises.



**Second-hand
Safe for
Sale Cheap**

The R. A. McCREADY CO. Ltd.

Temporary Premises,
219-221 Yonge Street

Toronto

INCIDENTS OF A WEEK.

BY SCOTT MCKERROW.

THESE are (commercial) travelers and travelers. There is a something about a Knight of the Grip which distinctly sets him apart from his fellows and proclaims him a traveler at all times and under all circumstances. There are also as many different types of travelers as can be found in any other class of business or professional men; in the case of the former, his characteristics or "peculiarities" being always apparent, the road evidently affording full scope for their development. The greatest temptation with which a traveler has to contend is the feeling that he is a stranger; nobody knows him, and therefore he is at liberty to follow unrestrained his own inclinations. And while this reasoning is erroneous, it is very often acted upon. Therefore, we have the young traveler, who tries to hide the fact that he is green, and by every action clearly shows how very young he is. Then there is the "sporty" traveler, out for the fun; talks loud, "bets wind," guys the "newsy," and is an all-round general detriment to the fraternity. He spreads himself like a green bay tree, is the envy of the casual observer, but, as in the prophetic Word, "the place thereof soon knows him no more." Nevertheless, other weeds grow. There are other specimens, but space confines me to the mention lastly of the "curious" traveler, the man whose appetite for news is insatiable, who discounts any old woman in finding out all about your business in as many minutes as you have fingers and toes, who wants to know where you got the hat, how much you "coughed" up for your suit and what they taxed you for your boots. Oh, you've met them; they're to be found in every walk in life. I met one the other day, and, it being hot and being tired, I was as clay in his hands, so to speak. After thirty minutes' talk I felt if there was anything I knew with which he had not become acquainted I would be glad to know what it could be.

We struck Ridgeway together—Ridgeway, full of historic interest to all Canadians; and owing to its proximity to Crystal Beach, it represented quite a menagerie. Opposite to the station was a cage containing about a dozen young foxes, which attracted the attention of my companion, who stirred them up with a stick to see if they would bite. At the side of the station the agent had a Burmese sacred ox. Having asked and received permission to view it, I stood at a safe distance and viewed it to my entire satisfaction. Not so my volatile friend. He wanted to know if the lump on its back was hard or soft and wanted to scratch its head and feel the horns (with his hands, not otherwise). He did both; but if I am to

judge from his hasty and undignified retreat what the character of his uncle was, who fought at Ridgeway, the uncle must have been a coward (or very discreet), or the race has greatly degenerated. Our attention was next attracted by the single track railway, which runs from the station to Crystal Beach, and wending our way to the platform, we were soon made conversant with the many intricacies of its construction, thanks principally to my companion's peculiar talent. Through the kindness of the engineer we had our first experience of "riding on a rail," and I must confess that I have been in places where I have felt safer, while my friend gave me the best imitation of a "hen on a hot griddle" that I have ever seen, for with every lurch of the car, he would look wild, place his hands on the seat ready to jump and then look for the softest place to land. When the car righted he would look greatly relieved. The car is much the same as the ordinary motor car, though much smaller in every way; under each end of the car there is a 16-inch wheel, flangeless, which runs on the single rail. At either side of rail is a smaller rail, on which the flanges run, and which balance the car. It is contended that when running at high speed the car will balance itself just like a bicycle. The storage system is used in its locomotion, electricity being stored in batteries carried in boxes at either side of car. I think it is as well that we arrive at these stages of improvement gradually, for, if we had presented this means of locomotion at the time when a trip on our ordinary railroads was classed with a trip on a "sky rocket," this "rickety get up" would have paralyzed everybody. Nevertheless, it is perfectly safe, and as there is practically little expense in making a road, there being no bed to lay, and as it can be placed high enough in the air to be clear of snow, it should soon come into general use along country roads.

A DARK HORSE IN WHEELS' CIRCLES.

Chatham had its bicycle club races the other day, with the result of one or two events being very surprising to several of the local sports.

On entering Westman Bros.' Chatham store, and in returning the usual greetings of proprietors and clerks, and casually observing the good-natured countenance of the junior clerk, one can hardly believe that there lies hidden beneath sufficient fire and energy to accomplished great things. This, however, is the case. On the night of the races, a friend called, asking Jack——if he was going up, and received the reply that he had no wheel. Mr. Westman, standing by and hearing him, kindly offered him a "Cleveland" from stock. Accepting the offer with alacrity, our friend repaired to the

field, and, just for fun, entered in the half mile, attracting much attention, being in long pants and suspenders, while all the sports were down to skin tights; but, nevertheless, he surprised the crowd by taking 3rd place. Thus encouraged, he entered for the mile, for which, owing to his staying qualities, he was the better fitted. Not realizing at the start, or possibly not caring what the pace was, he rapidly fell behind, while one of the sports, the joy and pride of the fair sex, received all the plaudits and forged grandly ahead. The small boy and others, looking for fun, soon espied our friend and commenced poking fun at him, calling "shake out the seeds from your hair, clod-hopper!" "why don't you go back to the barn, farmer!" This maddened our friend. It was the last lap. He clenched his teeth, doubled down over the handle bars, and half the ladies knew not what happened. Few of the competitors were aware either, as there was a wild rush and our dark horse passed them all, winning by two wheel lengths amidst the cheers of the fun makers, who admired the gait displayed. On being asked afterwards how he did it, he replied, "the wheel ran away with me."

CREAMERS ONE CENT EACH.

A race of a different nature took place in another town whose name I will not mention, between two local dealers, and in which the farmer again got the best of it. One of the dealers in question, considering it judicious (?) to follow the plan adopted by departmental stores of cutting a certain line for advertising purposes, decided to offer creamers at 37 1/2 cents each on a certain day. His competitor went one better and sold them at 35 cents. Not to be beaten, the first dealer got them down to 30 cents, then they dropped to 25 cents, then 20 cents, and when one of the dealers exasperated the other by sending out and buying some creamers made by his opponent, this brought them down to 15 cents each, then 10 cents, and finally 5 cents each. And as this latter price occurred on Saturday, the dealer who was the first cause of the cutting put a card in his window. "Creamers one cent each," closed up his store and went home. The following Monday he removed the card early, as he did not seem anxious to effect sales at this price. This story is funny enough, without requiring comment. But what funny things men will do when they are vexed!

Campbell Bros.' celebrated

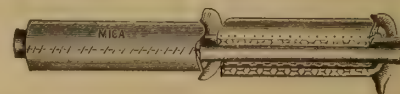
Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

THE "RELIABLE" Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.

CLEVELAND, OHIO

THE

Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



A HANDY THING FOR PLUMBERS.

In our last issue, it will be remembered, we stated that the Young & Brother Co., Ltd., of Hamilton, were distributing to the trade a new catalogue illustrating plumbers' sanitary specialties. Since then we have received a copy of the catalogue, and it most certainly more than bears out the good things that we had heard regarding it. It is tastefully bound in cloth and is printed on paper of unusually superior quality. As we stated last week, it contains 120 pages. While the catalogue is handsome, what strikes one still more forcibly in the arrangement, and if in one respect more than another, it is in regard to the ingenuity which has been displayed in placing all the articles in the catalogue, except the staples, under one discount, thus enabling one to ascertain the cost of an article much more expeditiously than would otherwise be the case. The first forty pages of the book is made up of illustrations show-

ing in combination the various sanitary ware sold by the firm. Among the articles thus shown are the Belmont syphon jet closet, the Orinoco wash-down closet, the Titan wash-down closet, and others; also porcelain, enameled, steel-clad, etc., baths; shower baths, urinals, slate, stone and porcelain wash tubs. Then come illustrations of the different articles in detail, while the concluding pages of the catalogue are devoted to cuts and descriptions of the various fittings made and carried in stock by the firm.

WHY HE DOES NOT SUCCEED.

"No wonder he does not succeed in business," said a live business man to a Portland reporter as he mentioned the name of a well-known merchant. "He is honest," he continued, "amiable, and means well, but no man can get on in these times unless he attends strictly to his knitting. He can't go fishing every few days, come to his store

at 9 o'clock, go to his dinner at high noon, and stay away until 2.30 or 3 o'clock. He is bound to fall behind in the procession. He reminds me of the man about whom I was reading recently, because he is so very greatly in juxtaposition. He never failed to attend to his business. At least one might fairly think so from the label that was pinned to his shop door one day last week: 'Gone to be married; back in half an hour.'"

GOSSIP FROM HALIFAX.

By a fire in Collishaw's "union" store at New Glasgow, N.S., the hardware store of James S. Fraser (formerly Thos. Fraser & Sons) was badly damaged. Fraser had \$3,000 on his stock, which was damaged by water.

Benz. Rogers, (Dodd & Rogers) Charlottetown, P.E.I., hardware merchant, is erecting a handsome building, principally for warehouse purposes. It will be 120 x 40 feet, 3 storeys in height and built of brick and stone. It will be ready in September.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHAN N. SAVARD, general merchant, Grand Baie, Que., has compromised at 50c. on the dollar.

L. M. Burns, painter, Yarmouth, N. S., has assigned.

James Ford, saw mill, Glen Morris, Ont., has assigned to W. J. Millican.

Gorman Bros., general merchants, Renfrew, have gone into liquidation.

A. Limoges, general merchant, Ste. Therese, Que., is in financial difficulties.

The Canada Linseed Oil Mill Co., Mission City, B. C., has gone into liquidation.

Henry Head, general merchant, Cloyne, has assigned to A. E. Smith, Kingston.

L. A. Sauve, general merchant, Coteau du Lac, Que., is in financial difficulties.

Ingraham & McLean, general merchants, Sydney, N.S., are offering to compromise at 50c. on the dollar.

Benoir & Co., general storekeepers, Havlock, are offering to compromise with their creditors at 10c. on the dollar.

Levesque & Cote, general merchants, South Durham, Que., are offering to compromise at 45c. on the dollar.

Nelson Courtemanche, general merchant, Penetanguishene, has assigned to E. R. C. Clarkson. The assets are \$20,000, with liabilities not over \$4,000.

H. Levins & Co., general merchants, Cookshire, are offering to compromise at 20c. on the dollar, and a demand of assignment has been made upon the firm.

The statement of the Erie Iron Works Company of St. Thomas, is not a very favorable one. The liabilities amount to nearly \$18,000, and assets to \$15,000, made up as follows: Machinery, \$8,000; book debts, \$2,000, and stock, \$5,000. It is not expected the estate will pay a large dividend. Mr. John Ridsen is president of the company, and Mr. William Ridsen secretary-treasurer. The failure was precipitated by the suspension of Ridsen & Livesey, hardware merchants, of St. Thomas, the Erie Company having endorsed considerable paper for this firm.

A meeting of the creditors of Ridsen & Livesey, hardware merchants, of St. Thomas, was held a few days ago in Sheriff Brown's office. Mr. Robert J. Miller was appointed assignee and the estate will be wound up by Mr. C. B. Armstrong, London, in connection with the Erie Iron Works. The inspectors appointed were Messrs. J. T. Scott, P. Mulkern, and W. M. Gartshore, London; and J. P. Steadman, Toronto. A statement was presented showing the liabilities to be \$13,683.83 and the assets, \$8,684.66. The

liabilities, it is believed, will be considerably increased.

CHANGES.

Joseph Valle is starting a general store at Montmagny, Que.

L. A. Trussell has opened a general store in Ayer's Flats, Que.

The Beaver Flint Glass Co., of Toronto, is applying for incorporation.

The Bowmanville Cycle Wood Rim Co., Ltd., is applying for incorporation.

The estate of Napoleon St. Pierre, general merchant, Winding Ledges, N.B., has been conveyed to him by the assignee.

SALES MADE AND PENDING.

The stock of the estate of J. W. Aikins, general merchant, Blantyre, has been sold.

G. W. Newcombe, general merchant, Hopewell Hill, N.B., is advertising business for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Marceau & Letourneau, hardware merchants, St. Henri de Montreal, have dissolved.

E. Brousseau and A. Brousseau have registered a partnership in Quebec to carry on business as wheelwrights, under the style of Brousseau & Fils.

DEATHS.

Moses Parker, foundry, Montreal, is dead.

Peter McRae, of McRae Bros. & Co., lumber, Ottawa, is dead.

W. Croft, Sr., of W. Croft & Sons, wholesale fishing tackle, etc., Toronto, is dead.

BARNEY BARNATO ALREADY INTERESTED IN B. C. MINES.

The Rossland (B.C.) Miner, in referring to a press dispatch stating that Cecil Rhodes and Barney Barnato were turning their attention to the mining regions of British Columbia, says:

"The above alluded-to report is, we think, without foundation so far as Cecil Rhodes is concerned. He is not a mere money making machine and is not likely to turn from his work in South Africa. Barney Barnato is, however, already interested in Rossland and will have personal representatives here shortly. He has for some time been in possession of expert reports on most of our principal mines."

A WINDOW GAZER.

The "window gazer" is a new feature adopted by some dealers, according to an exchange. He is paid a regular salary to stand and gaze in the window for five minutes and seem deeply interested, and a crowd is sure to gather. Just as soon as he gets a crowd at a window he starts a discussion about the merit of the show and everybody wants to take a hand in it.

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

CENTRAL
Business College

Toronto, Ontario.

Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting.

An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

Address

W. H. SHAW, Principal,

Cor. Gerrard and Yonge Sts.

Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

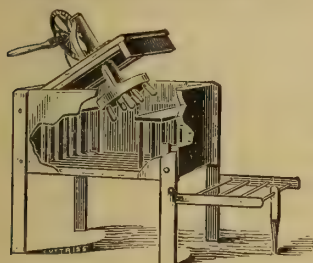
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

GERMAN SHEET MILLS.

IN discussing a paper on iron and steel rolling mills, read before the West Scotland Iron and Steel Institute, Mr. James Riley stated that one day on the Continent, in a German works, he saw a very crude, simple, universal mill rolling out tube strips 100 feet long and about 7 inches wide by the usual thin gauges, and attended by only two or three men. The thing went on, seeming to be the easiest possible thing in the world. From what he had gathered, it had been so worked for years. It had all the marks about it of having been working for years, and yet it was satisfactorily turning out hoops and enabling their friends in Germany to compete with Great Britain in the supply of cheap tubes.

There was one thing which had come to the notice of a good many of the gentlemen present, and that was a fact contained in the report of the delegation which recently went across to Germany and Belgium to find out how it was that finished materials could be made so much cheaper there than here. It seemed incredible almost, and yet they had it on the authority of those gentlemen, that there was at one of the works which they had visited a 22-inch sheet mill which was rolling at 110 revolutions per minute—a mill which was called one mill, but which was, he thought, three trains of rolls—and was turning out fifty or sixty tons of thin sheets per shift. To a good many that must be a "staggerer," as it was to himself. In Great Britain it was imagined that of the very thin sheets such as they talked about in the report, a mill might turn out in the shift five tons, six tons, possibly seven tons (that was with two sets of rolls); and yet here, with three or four sets of rolls, they were told that sixty tons of thin sheets were turned out in a shift. He had seen one or two of the gentlemen who were there and they had not yet gotten over the astonishment caused by witnessing that fact. Their continental friends evidently knew how to do things better than they at home did in that respect. At all events, that was the outstanding difference which the delegates found in Germany in relation to the manufacture of sheets.

NOT SO SLOW.

A small shopkeeper at a seaside resort in Maine hit, according to a contemporary, upon a very clever way to advertise his wares. Noticing the number of people who daily wandered along the beach to pick up shells, a new idea struck him. He got a lot of nice clean flat ones, and on the white inner side he had painted in red ink his name and address, and what he had to sell. Every morning he sent a boy up and down the sand with a basketful of these shell cards with orders to drop them along the beach. People were sure to pick them up, and he soon found that he did the best business of any of the little shops thereabout.

RAZORS, SCISSORS

.. AND ..

POCKET CUTLERY

TRADE



MARK

MADE BY

H. BOKER & CO.

Are leading for Style, Finish and
Good Value.

CAVERHILL, LEARMONT & CO.
MONTREAL

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to
do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

HAMILTON BOARD OF TRADE.

THE annual meeting of the Hamilton Board of Trade was held on Monday. President John Hoodless was in the chair, and there were present: Senator Sanford, W. Hendrie, W. A. Robinson, W. H. Glassco, J. Turnbull, Fred. W. Watkins, Angus Morrison, H. F. Gardiner, F. H. Lamb, F. C. Fearman, R. T. Lancefield, Dr. Burns, Capt. Fairgrieve, John N. Lake, John M. Burns, H. N. Kittson, Ald. Brown, C. S. Murray, W. F. Walker, Q.C., John Kneeshaw, W. Bailey, John Bell, W. F. Findlay, W. R. Davis, A. Murray, W. Hendrie, jr., A. Powis.

The voting for members of the Council, Board of Arbitration and for secretary took place by ballot between 2.30 and 3.30, and when the Board met at 4.30 the ballots had been counted, and Scrutineer Kneeshaw was ready to announce the results of the election.

W. A. Robinson had been elected president by acclamation, and W. F. Findlay vice-president, also by acclamation. C. R. Smith was elected secretary by a large majority over John Bell.

The other elections were as follows: St. Clair Balfour, W. H. Glassco, John A. Bruce, Matthew Leggat, F. C. Fearman, H. N. Kittson, John Hoodless, members of the Council for three years; J. Turnbull, T. W. Lester, Seneca Jones, S. O. Greening, members of the Board of Arbitration for three years.

Robert Hobson and Andrew Melbourne were elected members, being proposed by President Hoodless and A. Morrison respectively.

President Hoodless' annual report was a lengthy document, and it included references to the crop prospects, which are not as good as desirable, the visit of the Grand Trunk president to the city, the successful operation of the smelting works, the T., H. & B., and the H. G. & B., and the prospective opening of the Hamilton Radial Electric Railway. The members were urged to try to increase the membership of the Board, and reference was made to the fact that four of the Council had brought 45 members during the year.

Sec.-Treas. Smith's annual report showed that the membership roll had been increased by 78, there being 221 members of the Board in good standing. There was a balance of \$22.20 left from the year's receipts, \$1,455.98. The members' subscriptions had amounted to \$1,065. The estimates for the year 1896-7 amounted to \$1,612.20.

The Board had to borrow a small sum, about \$375, in which to finish out the year, but this deficit was about made up and everything was going along swimmingly.

The communication received from the

Ottawa Board of Trade last May regarding the formation of a Dominion Board of Trade was formally received, and a resolution in favor of the move was passed, on motion of Vice-President Findlay and Senator Sanford. It is likely the Council of the Board will shortly consider the question.

When the business of the meeting was concluded, Mr. Hoodless retired from the presidential chair in favor of his successor, President Robinson. The new president addressed the members, thanking them for the honor they had conferred on him in electing him by acclamation in his absence. He hoped for a successful year for the Board. He furthermore said he would like to establish a retail section of the Board, so that the interests of the retailers might be specially attended to.

PROPOSED SHOVEL FACTORY.

James Whan and a gentleman named Kenny, both of Detroit, are in the city looking for a manufacturing site.

Messrs. Whan and Kenny are here as the representatives of a Detroit capitalist named Daly, who seeks to establish a factory for the manufacture of snow shovels, scoop shovels and other such articles.

The old harvester works building on Adelaide street, near King, the property of Mr. Houston, is the most likely site. Messrs. Whan and Kenny held a short interview with Mr. Houston to-day, but owing to the pressure of business in the police court, nothing could be done until this evening.—Banner, Chatham.

ACETYLENE GAS FOR HAMILTON.

J. Wallace & Son have just completed a model machine for T. L. Willson for the manufacture of acetylene gas. It is a simple affair and will be used in private houses. It consists of a generator, a small iron cylinder, into which is placed calcium carbide, and a holder made of galvanized zinc. It stands about three feet high and is about eighteen inches in diameter.

The generator is automatically fed with water, and as the latter drops onto the calcium carbide the acetylene gas is formed, which passes into the holder, to which pipes are attached and by means of which the gas is distributed.

The gas is bright and Mr. Wallace says will cost about 45 cents a thousand feet.—Herald, Hamilton.

SITUATION VACANT.

WANTED — TINSMITH AND GALVANIZED Iron Worker to go to Winnipeg; must be first-class man and able to estimate on contracts; good opening for a pushing, energetic man. Apply, Box 7, **HARDWARE AND METAL.** (29)

BUSINESS CHANCE.

WANTED—JOB LOTS OR ENDS OF HARD- ware, tinware or carriage hardware. Send lists and cash prices. Box 286, London, Ont. (30)

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

PORTLAND CEMENTS

Best English and Belgian Brands

Calcined Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

**W. McNALLY & CO.,
MONTREAL.**

**DEALERS...**

We are working overtime. Can you tell why? Ask the other hardware-men how our goods sell.

ALPHA CHEMICAL CO., Berlin, Ont.

NOW IS THE TIME TO SELL
CHURCH'S
Potato Bug Finish
Ready for use dry.

WILLIAM HILL, AGENT,
327 St. James Street, MONTREAL

"SAMSON" BRAND
PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—**Owen Sound Portland Cement Co.**
Or—Shallow Lake, Ont.,
John Lucas, 377 Spadina Ave., Toronto



VanTuyl & Fairbank
Petrolia, Ont.

Headquarters for . .
**Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.



WANT
ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ISLAND CITY
Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St. Montreal

MR. JOHN BOWMAN.

THE DAILY NEWS, of London, Ont., is publishing a series of sketches of what it terms "Professional Beauties."

In a recent issue was this sketch of Mr. John Bowman, the well-known wholesale hardwareman:

The president of the Board of Trade is still a young man as men count years, and there is plenty of time before him to climb to greater heights than those he has already reached, if his ambitions carry him still farther. He was born in London, England, in 1851, and, came to London in early childhood, being educated in the city schools. He was in the hardware business for a number of years, and entered the retail coal business in 1874, in company with his father, William Bowman, carrying this on for thirteen years. In 1887 he was appointed Canadian traffic manager for the Toledo & Ohio Central R.R. Co., and opened up a coal trade for the mines along this line of railway, building up in a few years the largest bituminous coal trade in the country. He entered more largely into the coal trade and developed one of the largest anthracite and bituminous coal trades in the country, the shipments by rail and vessel amounting to hundreds of thousands of tons per annum. At this time he also entered into the wholesale hardware trade with Wm. Kennedy, under the firm name of Bowman, Kennedy & Co., and in the course of a few days, came rapidly to the front as a leading house and standing high for honorable and liberal dealings. He was elected president of the London Board of Trade in 1895, and re-elected for 1896. They say of him that he is one of the best presidents the Board of Trade has ever had, and one has only to look at his shrewd, keen face to realize the man's force, energy and capacity.

CHARACTER.

Character gravitates upward, as with a celestial gravitation, while mere genius, without character, gravitates downward. How often we see in school or college, young men, who are apparently dull and even stupid, rise gradually and surely above others who are without character, merely because the former have an upward tendency in their lives, a reaching-up principle, which gradually but surely unfolds, and elevates them to positions of honor and trust. There is something which everybody admires in an aspiring soul, one whose tendency is upward and onward, in spite of hindrances and in defiance of obstacles.

We may try to stifle the voice of the mysterious angel within, but it always says "yes" to right actions and "no" to wrong ones. No matter whether we heed it or not, no power can change its decision one iota. Through health, through disease, through prosperity and adversity, this faithful servant stands behind us in the shadow of ourselves, never intruding, but weighing every act we perform, every word we utter, pronouncing the verdict "right" or "wrong."

A hundred years hence what difference will it make whether you were rich or poor, a peer or a peasant? But what difference may it not make whether you did what was right or what was wrong?—Architects of Fate.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

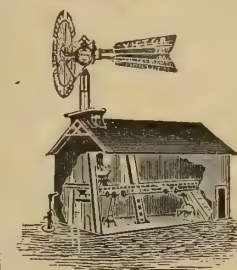


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon



WIND . .
MILLS

House and all other kinds of Pumps, Pump Cylinders for deep bored wells.

Manufactured by

THE NATIONAL PUMP WORKS

Send for prices. Montreal

Canada Iron Furnace Co., Ltd.
Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

Hub Boring
Machine

Bechtel's
Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, July 10, 1896

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X., " 6 25
I.X.X., " 7 50

J. R. & Co.—

I.C. 5 00
I.X. 6 25
I.X.X. 7 50

Raven & P. D. Grades—

I.C., usual sizes 3 75 4 00
I.X., " 4 75 5 00
I.X.X., " 5 75 6 00
I.X.X.X., " 6 75 7 00

D.C., 12½x17 3 50 3 75
"X., " 4 50 4 75
D.X.X., " 5 75 6 10

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 25
I.X., Terne Tin 7 50
I.X., Orion 7 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 0 06 0 06½
" 14x65, " } 0 06 0 06½

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½ 0 07½
28 " 0 07½ 0 08½

Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs 1 70
Refined " 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 30
Hoop " 2 30
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50 2 55

Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 11
Russian Sheet, per lb 0 10½ 0 14
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

2-inch 0 10½
3-inch 0 13½

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35
¾ " and thicker 2 25

Sheet Iron.

18 to 20 gauge 2 40 2 50
22 to 24 " 2 25 2 35
26 " 2 35 2 45
28 " 2 50 2 65

Canada Plates.

All dull, 52 sheets 2 30
Half polished 2 25 2 35
All bright 3 00

Iron Pipe.

Wrought, ¼, ⅜, ½, 57½ p.c.: ¾ to 1 in. 70 p.c.:
1¼ to 1½ in., 70 and 5 p.c.: 2 to 2½ in., 70
and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades: Per 100 lbs.
16 gauge 4 60
17 to 20 gauge 3 95
22 to 24 " 4 10
26 " 4 35
28 " 4 60

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
German coil, per 100 ft. 4 75
Jack chain, iron, single, per
doz. yards. 0 13 0 50
Jack chain, double, per doz.
yards 0 15
Jack chain, brass, single, per
doz. yards. 0 20 10

Copper.

Ingot.
English B. S., ton lots 0 13
Lake Superior 0 11½ 0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. 0 20 0 22
round and square
1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet
from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16
oz., irregular sizes 0 15 0 16½
NOTE. Extra for tinning, 2 cents per
pound, and tinning and half planishing 3
cents per pound.

Planished and tinned, 14x48
and 14x60 0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17
35 to 45 " 0 15 0 15½
50 lb. and above, " 0 14½ 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.. 0 20 0 22
27 to 30 " 0 21 0 23
30 and up 0 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 04¾
Part casks 0 05

Lead.

Imported Pig, per lb 0 03¾ 0 03½
Domestic, per lb 0 03 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft.,
by roll. 0 04½ 0 04¾

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe,
in 8-ft. lengths, lists at 7½ cents.

Solder

Bar half-and-half Per lb. Pe
Standard 0 12½ 0 13
Wire 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb 0 09
Other makes, per lb. 0 08

Anti-Friction Metal.

"Beaver" brand Per lb.
\$0 20

White Lead.

Pure, Assoc. guarantee, ground in oil,
No. 1 lb. irons \$4 75 5 00
No. 2 do 4 50
No. 3 do 4 25
No. 4 do 4 00
Brandram Bros. Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto
James' genuine 5 75
No. 5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 25
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per
cwt 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls.
per cwt 2 75
Yellow Ochre (Royal), per
cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb. drums
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 69
Extra " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g 1 30
No. 1 Carriage, per gal 1 00 1 20
Gold Size Japan, " 2 10 2 15
Pure Orange Shellac 1 30
Hard Oil Finish 1 40
Oil Shellac 2 40
White Shellac 2 40

Linseed Oil.

Raw, per gal 0 52 0 53
Boiled, per gal 0 55 0 56
Freight allowed. Price 2c. less Toronto

Turpentine.

5 to 9 barrels 0 40
1 to 4 " 0 41
Freight allowed. Price 3c. less Toronto

Castor Oil.

In cases, per lb 0 06½
Small lots 0 06¾ 0 07

Cod Oil

Cod Oil, per gal. 0 50 0 51

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medial 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09

Liquid Glue—R. LePage's, discount 20 to 25
per cent off list; Munn's, discount 25 to
30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dia. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent.
Amer.
Central Fire Cartridges, pistol sizes, Dom
30 per cent.
Central Fire Cartridges, Sporting and Mil
itary, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.,
net list. B.B. Caps, discount 45 per cent.,
Amer.

Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent.

Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb
bags 1 00
Best thick brown or grey felt wads, in
½ lb. bags 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge 0 99
Best thick white card wads, in boxes
of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge 0 25
Thin card wads, in boxes of 1,000
each 8 gauge 0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	
Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10
Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		
Awls.		
Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	7 30
Saddlers, per gross	0 45	1 60
Awl Hafts.		
Patent Peg, per gross	7 25	8 00
" Sewing, per gross		
Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30
AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Chopper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50
Axles.		
Per box	6 00	12 00
Axle Grease.		
Per gross	7 00	13 00
Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		
Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		
Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	00	5 00
House.		
American, per lb.	0 35	0 40
Bellows.		
Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 65 per cent.		
Belting.		
Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p. c.		
Standard, 45 to 45, 10 and 10 per cent.		
Bench Stops.		
Per doz	5 00	6 00
Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20
Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminie, " "	1 12	1 20
Blind and Bed Staples.		
sizes, per lb.	0 11	0 15
Bolts.		
Carriage, dis. 60 p. c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		
Boring Machines.		
e, with augers, each.	5 00	7 50
Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00
Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20
Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, " "	6 00	
Henis, No. 9, " "	7 00	
Queen City " "	7 50	10 00
Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	
Butts.		
Brass.		
Wrought Brass, dis. 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65
Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50
Card.		
Horse, per doz	0 60	1 00
Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	....
Carpet Sweepers.		
Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star " "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, " "	30 00	33 00
Cartridges.		
(See Ammunition.)		
Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		
Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25
Cement.		
Portland, car-load lots	2 70	
Thorold, " "	1 10	
Queenstown, " "	1 10	
Napance, " "	1 10	
Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red " "	0 05	0 06
Crayon, per gross	0 14	0 18
Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00
Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
Clamps.		
Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00
Clips.		
Axle, dis. 65 per cent.		
Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	
Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		
Cradles, Grain.		
Canadian, dis. 25 per cent.		
Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		
Door Springs.		
Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		
Drills.		
Hand and Breast.		
Millar Falls, per doz.....	16 00	51 50
P. S. & W., dis. 40 per cent.		
DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		
ELBOWS.		
Stovepipe.		
doz	90	1 75
FAWCETS.		
Cork Lined, per doz.....	0 30	0
Wine, per doz.....	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50
FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		
FLUTING MACHINES.		
Each	0 60	2 00
FORKS.		
Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		
FRUIT PRESSES.		
Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		
FRY PANS.		
Acme, dis. 62½ to 65 per cent.		
GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40
GLASS.		
Window. Box Price*	Double Diamond.	Per 100 ft
Star.	Per 50 ft.	Per 100 ft.
14 to 25	1 20 to 1 30	1 40 to 1 45
26 to 30	1 40 to 1 45	1 45 to 1 50
31 to 35	1 45 to 1 50	1 50 to 1 55
36 to 40	1 50 to 1 55	1 55 to 1 60
41 to 45	1 55 to 1 60	1 60 to 1 65
46 to 50	1 60 to 1 65	1 65 to 1 70
51 to 55	1 65 to 1 70	1 70 to 1 75
56 to 60	1 70 to 1 75	1 75 to 1 80
61 to 65	1 75 to 1 80	1 80 to 1 85
66 to 70	1 80 to 1 85	1 85 to 1 90
71 to 75	1 85 to 1 90	1 90 to 1 95
76 to 80	1 90 to 1 95	1 95 to 2 00
81 to 85	1 95 to 2 00	2 00 to 2 05
86 to 90	2 00 to 2 05	2 05 to 2 10
91 to 95	2 05 to 2 10	2 10 to 2 15
96 to 100	2 10 to 2 15	2 15 to 2 20
101 to 105	2 15 to 2 20	2 20 to 2 25
106 to 110	2 20 to 2 25	2 25 to 2 30
111 to 115	2 25 to 2 30	2 30 to 2 35
116 to 120	2 30 to 2 35	2 35 to 2 40
121 to 125	2 35 to 2 40	2 40 to 2 45
126 to 130	2 40 to 2 45	2 45 to 2 50
131 to 135	2 45 to 2 50	2 50 to 2 55
136 to 140	2 50 to 2 55	2 55 to 2 60
141 to 145	2 55 to 2 60	2 60 to 2 65
146 to 150	2 60 to 2 65	2 65 to 2 70
151 to 155	2 65 to 2 70	2 70 to 2 75
156 to 160	2 70 to 2 75	2 75 to 2 80
161 to 165	2 75 to 2 80	2 80 to 2 85
166 to 170	2 80 to 2 85	2 85 to 2 90
171 to 175	2 85 to 2 90	2 90 to 2 95
176 to 180	2 90 to 2 95	2 95 to 3 00
181 to 185	2 95 to 3 00	3 00 to 3 05
186 to 190	3 00 to 3 05	3 05 to 3 10
191 to 195	3 05 to 3 10	3 10 to 3 15
196 to 200	3 10 to 3 15	3 15 to 3 20
201 to 205	3 15 to 3 20	3 20 to 3 25
206 to 210	3 20 to 3 25	3 25 to 3 30
211 to 215	3 25 to 3 30	3 30 to 3 35
216 to 220	3 30 to 3 35	3 35 to 3 40
221 to 225	3 35 to 3 40	3 40 to 3 45
226 to 230	3 40 to 3 45	3 45 to 3 50
231 to 235	3 45 to 3 50	3 50 to 3 55
236 to 240	3 50 to 3 55	3 55 to 3 60
241 to 245	3 55 to 3 60	3 60 to 3 65
246 to 250	3 60 to 3 65	3 65 to 3 70
251 to 255	3 65 to 3 70	3 70 to 3 75
256 to 260	3 70 to 3 75	3 75 to 3 80
261 to 265	3 75 to 3 80	3 80 to 3 85
266 to 270	3 80 to 3 85	3 85 to 3 90
271 to 275	3 85 to 3 90	3 90 to 3 95
276 to 280	3 90 to 3 95	3 95 to 4 00
281 to 285	3 95 to 4 00	4 00 to 4 05
286 to 290	4 00 to 4 05	4 05 to 4 10
291 to 295	4 05 to 4 10	4 10 to 4 15
296 to 300	4 10 to 4 15	4 15 to 4 20
301 to 305	4 15 to 4 20	4 20 to 4 25
306 to 310	4 20 to 4 25	4 25 to 4 30
311 to 315	4 25 to 4 30	4 30 to 4 35
316 to 320	4 30 to 4 35	4 35 to 4 40
321 to 325	4 35 to 4 40	4 40 to 4 45
326 to 330	4 40 to 4 45	4 45 to 4 50
331 to 335	4 45 to 4 50	4 50 to 4 55
336 to 340	4 50 to 4 55	4 55 to 4 60
341 to 345	4 55 to 4 60	4 60 to 4 65
346 to 350	4 60 to 4 65	4 65 to 4 70
351 to 355	4 65 to 4 70	4 70 to 4 75
356 to 360	4 70 to 4 75	4 75 to 4 80
361 to 365	4 75 to 4 80	4 80 to 4 85
366 to 370	4 80 to 4 85	4 85 to 4 90
371 to 375	4 85 to 4 90	4 90 to 4 95
376 to 380	4 90 to 4 95	4 95 to 5 00
381 to 385	4 95 to 5 00	5 00 to 5 05
386 to 390	5 00 to 5 05	5 05 to 5 10
391 to 395	5 05 to 5 10	5 10 to 5 15
396 to 400	5 10 to 5 15	5 15 to 5 20
401 to 405	5 15 to 5 20	5 20 to 5 25
406 to 410	5 20 to 5 25	5 25 to 5 30
411 to 415	5 25 to 5 30	5 30 to 5 35
416 to 420	5 30 to 5 35	5 35 to 5 40
421 to 425	5 35 to 5 40	5 40 to 5 45
426 to 430	5 40 to 5 45	5 45 to 5 50
431 to 435	5 45 to 5 50	5 50 to 5 55
436 to 440	5 50 to 5 55	5 55 to 5 60
441 to 445	5 55 to 5 60	5 60 to 5 65
446 to 450	5 60 to 5 65	5 65 to 5 70
451 to 455	5 65 to 5 70	5 70 to 5 75
456 to 460	5 70 to 5 75	5 75 to 5 80
461 to 465	5 75 to 5 80	5 80 to 5 85
466 to 470	5 80 to 5 85	5 85 to 5 90
471 to 475	5 85 to 5 90	5 90 to 5 95
476 to 480	5 90 to 5 95	5 95 to 6 00
481 to 485	5 95 to 6 00	6 00 to 6 05
486 to 490	6 00 to 6 05	6 05 to 6 10
491 to 495	6 05 to 6 10	6 10 to 6 15
496 to 500	6 10 to 6 15	6 15 to 6 20
501 to 505	6 15 to 6 20	6 20 to 6 25
506 to 510	6 20 to 6 25	6 25 to 6 30
511 to 515	6 25 to 6 30	6 30 to 6 35
516 to 520	6 30 to 6 35	6 35 to 6 40
521 to 525	6 35 to 6 40	6 40 to 6 45
526 to 530	6 40 to 6 45	6 45 to 6 50
531 to 535	6 45 to 6 50	6 50 to 6 55
536 to 540	6 50 to 6 55	6 55 to 6 60
541 to 545	6 55 to 6 60	6 60 to 6 65
546 to 550	6 60 to 6 65	6 65 to 6 70
551 to 555	6 65 to 6 70	6 70 to 6 75
556 to 560	6 70 to 6 75	6 75 to 6 80
561 to 565	6 75 to 6 80	6 80 to 6 85
566 to 570	6 80 to 6 85	6 85 to 6 90
571 to 575	6 85 to 6 90	6 90 to 6 95
576 to 580	6 90 to 6 95	6 95 to 7 00
581 to 585	6 95 to 7 00	7 00 to 7 05
586 to 590	7 00 to 7 05	7 05 to 7 10
591 to 595	7 05 to 7 10	7 10 to 7 15
596 to 600	7 10 to 7 15	7 15 to 7 20
601 to 605	7 15 to 7 20	7 20 to 7 25
606 to 610	7 20 to 7 25	7 25 to 7 30
611 to 615	7 25 to 7 30	7 30 to 7 35
616 to 620	7 30 to 7 35	7 35 to 7 40
621 to 625	7 35 to 7 40	7 40 to 7 45
626 to 630	7 40 to 7 45	7 45 to 7 50
631 to 635	7 45 to 7 50	7 50 to 7 55
636 to 640	7 50 to 7 55	7 55 to 7 60
641 to 645	7 55 to 7 60	7 60 to 7 65
646 to 650	7 60 to 7 65	7 65 to 7 70
651 to 655	7 65 to 7 70	7 70 to 7 75
656 to 660	7 70 to 7 75	7 75 to 7 80
661 to 665	7 75 to 7 80	7 80 to 7 85
666 to 670	7 80 to 7 85	7 85 to 7 90
671 to 675	7 85 to 7 90	7 90 to 7 95
676 to 680	7 90 to 7 95	7 95 to 8 00
681 to 685	7 95 to 8 00	8 00 to 8 05
686 to 690	8 00 to 8 05	8 05 to 8 10
691 to 695	8 05 to 8 10	8 10 to 8 15
696 to 700	8 10 to 8 15	8 15 to 8 20
701 to 705	8 15 to 8 20	8 20 to 8 25
706 to 710	8 20 to 8 25	8 25 to 8 30
711 to 715	8 25 to 8 30	8 30 to 8 35
716 to 720	8 30 to 8 35	8 35 to 8 40
721 to 725	8 35 to 8 40	8 40 to 8 45
726 to 730	8 40 to 8 45	8 45 to 8 50
731 to 735	8 45 to 8 50	8 50 to 8 55
736 to 740	8 50 to 8 55	8 55 to 8 60
741 to 745	8 55 to 8 60	8 60 to 8 65
746 to 750	8 60 to 8 65	8 65 to 8 70
751 to 755	8 65 to 8 70	8 70 to 8 75
756 to 760	8 70 to 8 75	8 75 to 8 80
761 to 765	8 75 to 8 80	8 80 to 8 85
766 to 770	8 80 to 8 85	8 85 to 8 90
771 to 775	8 85 to 8 90	8 90 to 8 95
776 to 780	8 90 to 8 95	8 95 to 9 00
781 to 785	8 95 to 9 00	9 00 to 9 05
786 to 790	9 00 to 9 05	9 05 to 9 10
791 to 795	9 05 to 9 10	9 10 to 9 15
796 to 800	9 10 to 9 15	9 15 to 9 20
801 to 805	9 15 to 9 20	9 20 to 9 25
806 to 810	9 20 to 9 25	9 25 to 9 30
811 to 815	9 25 to 9 30	9 30 to 9 35
816 to 820	9 30 to 9 35	9 35 to 9 40
821 to 825	9 35 to 9 40	9 40 to 9 45
826 to 830	9 40 to 9 45	9 45 to 9 50
831 to 835	9 45 to 9 50	9 50 to 9 55
836 to 840	9 50 to 9 55	9 55 to 10 00
841 to 845	9 55 to 10 00	10 00 to 10 05
846 to 850	10 00 to 10 05	10 05 to 10 10
851 to 855	10 05 to 10 10	10 10 to 10 15
856 to 860	10 10 to 10 15	10 15 to 10 20
861 to 865	10 15 to 10 20	10 20 to 10 25
866 to 870	10 20 to 10 25	10 25 to 10 30
871 to 875	10 25 to 10 30	10 30 to 10 35
876 to 880	10 30 to 10 35	10 35 to 10 40
881 to 885	10 35 to 10 40	10 40 to 10 45
886 to 890	10 40 to 10 45	10 45 to 10 50
891 to 895	10 45 to 10 50	10 50 to 10 55
896 to 900	10 50 to 10 55	10 55 to 10 60
901 to 905	10 55 to 10 60	10 60 to 10 65
906 to 910	10 60 to 10 65	10 65 to 10 70
911 to 915	10 65 to 10 70	10 70 to 10 75
916 to 920	10 70 to 10 75	10 75 to 10 80
921 to 925	10 75 to 10 80	10 80 to 10 85
926 to 930	10 80 to 10 85	10 85 to 10 90
931 to 935	10 85 to 10 90	10 90 to 10 95
936 to 940	10 90 to 10 95	10 95 to 11 00
941 to 945	10 95 to 11 00	11 00 to 11 05
946 to 950	11 00 to 11 05	11 05 to 11 10
951 to 955	11 05 to 11 10	11 10 to 11 15
956 to 960	11 10 to 11 15	11 15 to 11 20
961 to 965	11 15 to 11 20	11 20 to 11 25
966 to 970	11 20 to 11 25	11 25 to 11 30
971 to 975	11 25 to 11 30	11 30 to 11 35
976 to 980	11 30 to 11 35	11 35 to 11 40
981 to 985	11 35 to 11 40	11 40 to 11 45
986 to 990	11 40 to 11 45	11 45 to 11 50
991 to 995	11 45 to 11 50	11 50 to 11 55
996 to 1000	11 50 to 11 55	11 55 to 11 60
1001 to 1005	11 55 to 11 60	11 60 to 11 65
1006 to 1010	11 60 to 11 65	11 65 to 11 70
1011 to 1015	11 65 to 11 70	11 70 to 11 75
1016 to 1020	11 70 to 11 75	11 75 to 11 80
1021 to 1025	11 75 to 11 80	11 80 to 11 85
1026 to 1030	11 80 to 11 85	11 85 to 11 90
1031 to 1035	11 85 to 11 90	11 90 to 11 95
1036 to 1040	11 90 to 11 95	11 95 to 12 00
1041 to 1045	11 95 to 12 00	12 00 to 12 05
1046 to 1050	12 00 to 12 05	12 05 to 12 10
1051 to 1055	12 05 to 12 10	12 10 to 12 15
1056 to 1060	12 10 to 12 15	12 15 to 12 20
1061 to 1065	12 15 to 12 20	12 20 to 12 25
1066 to 1070	12 20 to 12 25	12 25 to 12 30
1071 to 1075	12 25 to 12 30	12 30 to 12 35
1076 to 1080	12 30 to 12 35	12 35 to 12 40
1081 to 1085	12 35 to 12 40	12 40 to 12 45
1086 to 1090	12 40 to 12 45	12 45 to 12 50
1091 to 1095	12 45 to 12 50	12 50 to 12 55
1096 to 1100	12 50 to 12 55	12 55 to 12 60
1101 to 1105	12 55 to 12 60	12 60 to 12 65
1106 to 1110	12 60 to 12 65	12 65 to 12 70
1111 to 1115	12 65 to 12 70	12 70 to 12 75
1116 to 1120	12 70 to 12 75	12 75 to 12 80
1121 to 1125	12 75 to 12 80	12 80 to 12 85
1126 to 1130	12 80 to 12 85	12 85 to 12 90
1131 to 1135	12 85 to 12 90	12 90 to 12 95
1136 to 1140	12 90 to 12 95	12 95 to 13 00
1141 to 1145	12 95 to 13 00	13 00 to 13 05
1146 to 1150	13 00 to 13 05	13 05 to 13 10
1151 to 1155	13 05 to 13 10	13 10 to 13 15
1156 to 1160	13 10 to 13 15	13 15 to 13 20
1161 to 1165	13 15 to 13 20	13 20 to 13 25
1		

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz sets nett. to 10 per cent.	
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.	
Lightning, per doz.....	6 50 8 40
Heath's, 52½ p.c.	

LADLES.

Melting, per doz.....	1 70 4 50
-----------------------	-----------

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20 5 60
Galvanized, ".....	1 87 3 85
King, wood, ".....	2 75 2 90
" glass, ".....	4 00 4 50
All glass, ".....	1 20 1 30

LINES.

Fish, per gross.....	1 05 2 50
Chalk, ".....	1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.	
Russell & Erwin, per doz.....	2 90 7 50
Cabinet, ".....	
Eagle, dis. 40 to 42½ p.c.	
Padlock, ".....	
English and Am., per doz.....	0 50 6 00
Scandinavian, ".....	1 00 2 40
Eagle, dis. 15 to 17½ p.c.	

MALETS.

Tinsmiths', per doz.....	1 25 1 50
Carpenters', hickory, per doz.	1 25 3 75
Lignum Vitae, per doz.....	3 85 5 00
Caulking, each.....	1 60 2 00

MATTOCKS.

Canadian, per doz.....	8 50 10 00
------------------------	------------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.	
------------------------------------	--

MINCING KNIVES.

American, per doz.....	0 42 2 35
------------------------	-----------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	
---	--

NAILS.

Cut Nails (Iron)—	
1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 75
40 dy.....	2 80
30 dy.....	2 85
20, 16, and 12 dy.....	2 90
10 dy.....	2 95
8 and 9 dy.....	3 00
6 and 7 dy.....	3 15
2. American pattern only—	
From 4 to 5 dy.....	3 35
3 dy (lath).....	3 75
3. Canada pattern only—	
From 4 to 5 dy.....	3 25
3 dy (lath).....	3 65
3 dy, A.P. fine.....	4 35
Car lots 10c. less. Rebate of 5 per cent. to retailers.	

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.	
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kg or more	
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.	

NAIL PULLERS.

German and American.....	1 85 3 50
--------------------------	-----------

NAIL SETS.

Square, round, and octagon, per gross.....	3 38 4 00
Diamond.....	12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.	
------------------------------------	--

OIL.

Canada refined oil (Toronto).....	0 16 0 16½
Carbon safety ".....	0 18 0 00
Canada w. w. ".....	0 18 0 00
American w. w. ".....	0 00 0 21
Pratt's Astral.....	0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00 19 50
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, ".....	1 50 3 50
Malleable, dis. 25 per cent.	

PAIS.

Galvanized, per doz.....	2 25 3 30
--------------------------	-----------

PENCILS.

Dixon's, per gross.....	1 00 4 25
Carpenter.....	2 25 3 60

PICKS.

Per doz.....	6 00 9 00
--------------	-----------

PICTURE NAILS.

Porcelain head, per gross.....	1 65 3 00
Brass head, ".....	0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.	
Wood, fancy Canadian or American, 37½ to 40 per cent.	
Bailey's (Stan. R. & L. Co.), 50 per cent.	
Miscellaneous, dis. 25 per cent.	
Bailey's Victor, 25 per cent.	

PLANE IRONS.

English, per doz.....	2 00 5
-----------------------	--------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.	
Button's Imitation, per doz.....	5 00 9 00
German, per doz.....	0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.	
----------------------------------	--

POPPERS.

Corn, square, per doz.....	1 35 2 00
----------------------------	-----------

PRUNING SHEARS.

Per doz.....	4 00 5 50
--------------	-----------

PULLEYS.

Hothouse, per doz.....	0 55 1 00
Axle.....	0 22 0 33
Screw.....	0 27 1 00
Awning.....	0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.	
Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62½ p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.

Saddlers', per doz.....	1 00 1 85
Conductors', ".....	9 00 15 00
Tinners' solid, per set.....	0 00 0 72
" hollow, per inch.....	0 00 1 00

PUTTY.

Bladder, per lb.....	0 17½
Tins, lbs.....	2 50 2 75

RAIL.

Barn door, per foot.....	0 03 0 03½
Sliding door, ".....	0 03½ 0 03½
Lanes, ".....	0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.	
Wood, 25 per cent.	

RAZORS.

Geo. Butler & Co.'s, per doz.....	8 00 18 00
Bokers', ".....	7 50 11 00
Wade & Butcher's, ".....	3 60 10 00
Arbenz's, ".....	9 00 18 00
Theile & Quack's ".....	7 00 12 00

RAZOR STROPS.

Currier's, per doz.....	1 25 3 60
-------------------------	-----------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days	
Copper rivets, dis. 50 per cent.	
Iron " dis. 55 and 10 per cent.	
Tinned and black rivets, 55 per cent.	
Burrs, iron or steel, 50 and 10 per cent.	
Terms, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.

Canadian, dis. 30, 35 per cent.	
---------------------------------	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½ 00 9	
¼, 5-16, ¾ in.	7¼ 00 9½	
Cotton.....	15 17	
Russia Deep Sea.....	00 13	
Jute.....	6¾ 7½	

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37½ to 40 p.c.	

SAD IRONS.

Mrs. Potts, per set.....	0 65 1 00
" N.P., per set.....	0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.....	4 75 5 00
-------------------------------	-----------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.....	0 55 0 90

SASH CORD.

Per lb.....	0 22 0 50
-------------	-----------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.	
Kempshell's, dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 per cent.	

SASH WEIGHTS.

Sectional, per 100 lbs.....	1 40 1 50
-----------------------------	-----------

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40 0 70
"Empire," McMillan & Haynes, per ft.....	0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.	
S. & D., 40 to 40 and 10 per cent.	
Crosscut, Disston's, per ft.....	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.....	0 75 2 75
frame only.....	0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00 7 50
Whiting.....	6 87 7 00

SCALES.

Gurney Scales, 50 p.c.	
B. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.

Box, per doz.....	2 10 4 50
Foot, ".....	0 40 3 50

SCREENS.

Window, patent, per doz.....	3 50 4 50
Door, per doz.....	8 75 9 00

SCREW DRIVERS.

Sargent's, per doz.....	0 65 4 00
-------------------------	-----------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.	
" R. H., " dis. 75 p.c.	
" F. H., brass, dis. 77½ p.c.	
" R. H., " dis. 72½ p.c.	
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.	
Bench, wood, per doz.....	3 25 4 00
" iron, ".....	4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.	
---------------------------------	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.	
------------------------------	--

SHEARS.

B. & W., japanned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour's, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, japanned, 80 p.c.	
" N.P., dis. 70 p.c.	
Clauss, full nickel, 60 p.c.	
" japanned handles, 67½ p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.

Sliding door, per set.....	0 77 1 40
----------------------------	-----------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.	
---	--

SIEVES.

Wood rim, black, per doz.....	1 05 1 10
" tinned, ".....	1 25 1 35
Tin rim, per doz.....	2 30 2 45
" black, ".....	1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.	
Acme.....	3 00 5 00
Lock, Andrews.....	4 50 11 50

SOLDERING IRONS.

Per lb.....	0 00 0 24
-------------	-----------

WROUGHT SPIKES.

Discount, 20 per cent.	
------------------------	--

SPOKE SHAVES.

Wood, English.....	1 8 5 00
Iron, American.....	1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross.....	7 50 12 00
Dessert, ".....	21 00 00 00
Table, ".....	30 00 30 00
Dessert Forks, ".....	24 00 00 00
Medium ".....	27 00 00 00
Table ".....	36 00 00 00

SQUARES.

Iron, per doz.....	1 65 2 90
Steel, dis. 65 to 65 and 10.	
Try and bevel, dis. 50 to 52½ p.c.	

STAPLES.

Fence, galvanized.....	0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.	

STOCKS AND DIES.

American, dis. 25 p.c.	
------------------------	--

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe			
Varnish.....	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each.....			6 00
Scientific Furniture.....	12 00		1 25
Scientific Carriage Top Dressing, ¼ pints.....			2 00
Scientific Carriage Top Dressing, pints.....			3 50
Scientific Enamel Paints.....	1 50		75
Scientific Stove Enamel.....	7 50	2 00	75

STONE.

Washita, per lb.....	0 28 0 50
Hindustan, ".....	0 06 0 07
slips, per lb.....	0 09 0 13
Labrador.....	0 00 0 15
" Axe, ".....	0 00 0 50
Arkansas ".....	0 00 1 50
Water-of-Ayr ".....	0 00 0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue.....	66½
Trunk tacks, blue.....	60
" tinned.....	66½
B.B.B. iron carpet, blue.....	60
" tinned.....	66½
B.B.B. iron carpet, bright or blue (in kegs).....	30
B.B.B. iron carpet, tinned (in kegs).....	30
B.B.B. cut tacks (in bulk).....	50
" (in dozens, 1 to 6 oz.).....	45
" (in dozens, 8 to 24 oz.).....	30
" ¼ weights.....	40
" tinned.....	45
Swedes, cut tacks, genuine, blue and tinned.....	52½
Swedes, upholsterers', genuine.....	50

Swedes, upholsterers', American (1 to 6 oz.).....	60
Swedes, upholsterers', American (8 to 24 oz.).....	66½
Swedes, carpet, gimp, lace.....	35
brush, blue and tinned.....	40
Zinc tacks.....	35
Copper tacks and nails.....	60
Leather carpet tacks.....	30
Trunk nails, black and tinned.....	65
Clout nails.....	66½
Cigar box nails.....	45
Lining nails in papers.....	10
" in bulk.....	15
" solid heads, in bulk.....	42½
Saddle nails in papers.....	10
" in bulk.....	15

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes

Lumbermen's Hip Boots

Lumbermen's Knee Boots

Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

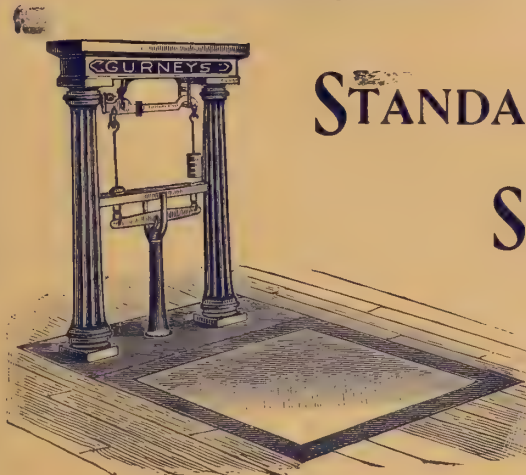
ESTABLISHED 1856

REORGANIZED 1887

The _____

Gurney Scale Co.

MANUFACTURERS OF



STANDARD
SCALES

Hamilton, Ontario.

DON'T
PRO-
CRAS-
TI-
NATE.

But equip your
Warehouse with our
Indurated Fibreware,
Round Bottom
FIRE PAIL.

To-morrow may be
too late !



318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg;
James Mitchell, Victoria. Permanent agents not yet ap-
pointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and $\frac{1}{32}$, $\frac{1}{16}$, $\frac{3}{32}$, or $\frac{1}{8}$ in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

No Plumbers Need Apply

For contracts and fail to secure them if they consult us. We are here to help you and thereby help ourselves. For your convenience we have spared no expense to establish a Sanitary Plumbing Showroom, containing model bathrooms, etc., etc., to which you may bring your customers and demonstrate the working of each bath and closet combination under water pressure.

By paying our sample-room a visit we feel satisfied you will appreciate our efforts to obviate the necessity of worrying over the too often dense specifications handed you. Bring your customers here—we place this room at your entire command—and you will have no difficulty in securing their orders.

TELEPHONES 819, 1511

Asbestos Packing
Brass Goods (all descriptions)
Baths (Porcelain, Steel-Clad and Copper)
Boiler Range (Galvanized, Copper and Iron-Clad)
Block Tin Pipe
Earthenware (all kinds)
Fittings (Malleable)
Fittings (Cast Iron)
Fittings (Soil Pipe)
Gasoline Hair Felt
Hose (Rubber and Cotton)
Iron Pipe (Wrought)
Iron Pipe (Cast)
Lead (Sheet, Pig and Bar)
Lead Traps Lead Pipes
Oakum Pumps
Sinks (Steel and Cast Iron)
Soil Pipe Solder
Tools (all descriptions)

The JAMES ROBERTSON CO. Ltd.

263-285
King Street West

TORONTO

CANADIAN

HARDWARE

AND METAL

MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JULY 18, 1896

No. 29



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York



CANADA.

YOU KNOW THIS BRAND

Everybody in the Hardware and Metal Trades does. It is found on about three-fourths of the Galvanized Iron sold in Canada.

Why? Because after years of experience practical men have found it the most reliable make at a moderate price.

There are LOWER-PRICED brands than

"QUEEN'S HEAD"

but there are none CHEAPER.

THE TRIUMPH OF THE AGE.

"Safford"

STANDARD SCREWED NIPPLE
CONNECTION

Radiators

FOR

HOT WATER AND STEAM HEATING

Largest Stock in Canada. Prompt Shipments

REASON IT OUT, AND OTHERS
ARE NOTHING BUT FANCIES.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited

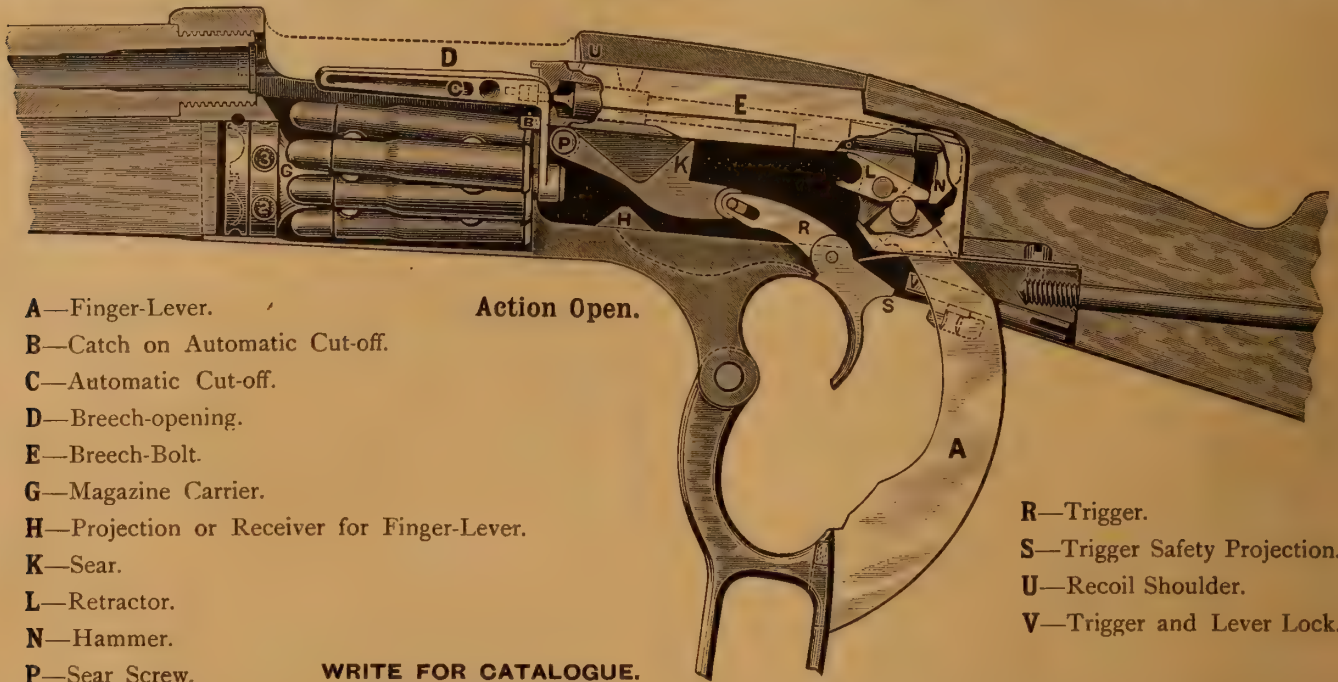
.. Toronto, Ont.



Savage Hammerless Sporting Rifle

DESCRIPTION OF SYSTEM, MODEL 1895.

RICE LEWIS & SON, Ltd. Canadian Agents **TORONTO**



A—Finger-Lever.

B—Catch on Automatic Cut-off.

C—Automatic Cut-off.

D—Breech-opening.

E—Breech-Bolt.

G—Magazine Carrier.

H—Projection or Receiver for Finger-Lever.

K—Sear.

L—Retractor.

N—Hammer.

P—Sear Screw.

Action Open.

R—Trigger.

S—Trigger Safety Projection.

U—Recoil Shoulder.

V—Trigger and Lever Lock.

WRITE FOR CATALOGUE.

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

FALL GOODS



Galvanized
and
Japanned

Coal Hods

Stove Shovels

Dampers

Patent Stove Pipe
and Elbows

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JULY 18, 1896

No. 29

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

GETTING CONCERNED ABOUT CANADIAN TRADE.

SINCE we have had a change of Government in Canada certain of the English press have been weighing the possibility of reciprocal trade relations between the Dominion and the United States. Reading between the lines, the possibility is not relished in the Mother Land.

Canadians will probably view the concern of the English press with some gratification. Both the press and politicians can afford to be a little more solicitous for Canadian affairs. They want more of Canada's trade, and not only of Canadian, but of colonial trade generally. They do not, however, want to do anything themselves (that is anything of a sacrificial character) to develop trade within the Empire.

In their fiscal policy, as well as in their business methods, they are wedded to a certain system. To depart from this even one hair's breadth they consider sacrilege.

Said the Right Hon. Leonard Courtney, ex-deputy Speaker of the House of Commons: "The suggestion was, that there should be additional duties on wheat, wool, sugar, timber, etc., in order to impede the introduction of such articles except from our own colonies. A pretty state of things would result. Every man, woman and child in the kingdom would at once feel the burden of the increased cost of the

articles which they required in their industries. For what purpose was the added burden to be suffered? In order that the people of this country might be able possibly to augment one-fourth of their trade at the cost of a diminution of the remaining three-fourths."

Of course, if sentiment is to have no place in a transaction so important, Mr. Courtney and others of his stamp must not complain if any of the colonies should at any time refuse to be influenced by any such element. But sentiment has a great deal to do with it.

In a transaction of this kind, however, it would be even more foolish to ignore the dollars-and-cents side of the question than it would the sentimental side thereof.

The fundamental idea is trade development. It is not national expansion. That is a part of it; but it is an after thought. Canada wants to develop her trade with Great Britain and with her colonies. She feels that she can do it better in the manner suggested than under existing conditions. In fact, each of the parties to the proposed agreement are actuated by the same spirit. And each naturally desires to make as good a bargain as possible. That is business.

Mr. Courtney sarcastically refers to the colonial trade as being one-fourth of the total foreign trade of the United Kingdom. He is about one per cent. below the actual figures, according to last year's trade returns, but his figures are near enough for an approximation. They are, however, for the aggregate trade—the imports and the exports.

The trade which a country—one like Great Britain particularly—desires most to cultivate is its export trade. That is the trade at the moment which is giving the United Kingdom the most concern. Now, on turning to the British trade returns for 1895 we find that the colonial market is worth more to the Mother Land than some imagine or are ready to acknowledge.

The total exports from the United King-

dom last year to her colonies were about 31 per cent. of the whole.

England has little to fear for her import trade. Hers is the greatest consuming market in the world. All the producing countries of the world are falling over each other in their eagerness to supply her.

With her export trade it is not so. She has concern for that; and great concern. Countries which were once her customers are now her competitors. As a consequence, her proportion of the foreign trade of the world is gradually diminishing. Now here is an opportunity for her, by giving colonial products an advantage, and by her products securing tariff preferences in the colonial markets, of gradually enlarging the proportion of her sales to her colonies. Each of these colonies is yet in its infancy and each is destined to be the home of untold millions and the possible repository for vast quantities of British goods. Common business foresight would therefore seem to indicate that it is the colonial market that the Mother Land should be striving might and main to appropriate.

She is losing her hold upon her foreign trade; and she of necessity will continue to do so. By imposing a small duty on such articles as wheat, meat, sugar, timber and wool she is not likely to hasten the departure of her foreign export trade. All the foreign countries from which she purchases her food supplies already levy duties against her manufactured products.

The burden of the cry of those opposed to the innovation is not, however, the fear of hostile tariffs against British goods. It is that it would entail a tax on "every man, woman and child in the United Kingdom." It will be a tax on the consumer when the United Kingdom is compelled to plead with the producing countries to sell it wheat, sugar, etc., as these producing countries are now pleading with it to purchase from them. How probable it is of such a day ever dawning we leave it for our readers to conjecture.

UNJUST REFLECTION ON B. C. MINES.

AN effort was recently made to put the Big Valley Creek mines, situated in Cariboo, on the London market, but it failed. The cause of its failure was not because these mines are not sufficiently promising. Those who are in a position to express an opinion say they are rich in the yellow metal. Neither could it have been that there was not sufficient capital awaiting investment. We all know that capital is going abegging in the English metropolis. The trouble evidently, therefore, must have been with the manner in which the venture was placed upon the market.

Everyone who has at heart the development of the mining resources of British Columbia, and, in fact, the Dominion at large, must regret the failure of this particular venture.

No matter how good a thing may be, whether it be a mine or a commodity, its failure to get a reception when placed upon the market militates against other similar things which may afterwards be put on the market.

The vastness and richness of the gold fields of British Columbia are beyond peradventure. But these mines cannot afford to have any reflection cast upon them, and the failure of the venture in question is a reflection.

Gold mining ventures—in fact, mining properties of all kinds—are viewed with suspicion by a great many people. Capitalists do not exercise nearly as much caution in going into an ordinary business venture as they do when investing in mining property. Consequently, in putting mining property on the market, it is necessary that it should be done in such a way that all the facts relating thereto can be ascertained from a thoroughly reliable and disinterested source.

Such a source can only be created through the establishment of a mining bureau in London, Eng. It is to be hoped that the Laurier Government will as soon as possible create such an institution. One thing is certain: as soon as the bureau becomes an established fact, the sooner will information that can be relied upon be disseminated where it is most needed and where it will do the most good.

GOOD OUTLOOK IN THE NORTH-WEST.

Mr. Robert Rolston, representing H. S. Howland, Sons & Co. in Manitoba, the Territories and British Columbia, has just returned to Toronto from a trip through his territory. The weather of the Northwest appears to have agreed with him, for he is looking particularly well.

He speaks encouragingly of the crop prospects and trade in the North-

west. If the crops come off all right, as is expected, he declares the consuming public of the country will require quantities of all kinds of goods. Mr. Rolston reports that a large number of people are going into the mining districts of British Columbia and that capital is branching out and making headway. It is surprising the growth of some of the inland towns this year, he says, many within a twelve-month having doubled in population.

EXTRAORDINARY WEAKNESS OF LINSEED OIL.

THE feature of the paint and oil trade is the peculiar situation of the linseed oil market.

In England the market is lower than it has been for a number of years; in fact, some assert that it never touched the low figures which are now ruling.

At least one of the reasons for the weakness appears to be the heavy demand which has been experienced for oil cake, in order to supply which manufacturers in Great Britain have been compelled to crush large quantities of seed, the natural result of which was an over-production of oil and the accompanying lower prices.

The crushers in Canada have not followed closely the decline, in the British market, the consequence of which, **HARDWARE AND METAL** is informed, is that several wholesalers in Toronto and Montreal have placed orders in England for unusually large quantities of oil.

The difference between the laid-down price of English and domestic oil is said by importers to be three or four cents per gallon.

WINDOW GLASS FIRM.

There was some talk in Toronto on Thursday to the effect that window glass had advanced about equal to 5 per cent. in Belgium.

While this could not be confirmed, it was ascertained that the market in Belgium was strong, and that the manufacturers there, while forwarding quotations when requested, were not negotiating for business.

Locally, trade is quiet and prices unchanged.

LINSEED AND CASTOR OIL.

Linseed oil in round lots can now be bought in Montreal at 49c. for raw and 52c. for boiled, which figures show a decline of 1c. per gallon as compared with last week.

The sharp rise in the price of castor oil abroad has been fully maintained, and to import to-day it would cost 2c. per lb. more than a month ago. Stocks in Montreal are small, and as the demand is good a further

advance of $\frac{1}{2}$ c. per lb. has taken place, the inside figure now for round lots being $7\frac{1}{2}$ c. and case lots are selling at $8\frac{1}{2}$ c.

CHANGES IN RIVETS, BURRS AND SCREWS.

The manufacturers this week announce reductions in the price of rivets, burrs and screws.

The discount on rivets is now 60, 5 and $12\frac{1}{2}$ per cent., and on burrs 55, 5 and $12\frac{1}{2}$ per cent. The terms are as before, namely, 4 months, or 3 per cent. cash if paid within 30 days from date of invoice.

The discounts on wood screws are as follows: Flat head, bright, 80, 10 and 5 per cent. off list; round head, bright, 75, 10 and 5 per cent. off list; flat head, brass, $77\frac{1}{2}$, 10 and 5 per cent. off list; round head, brass, $72\frac{1}{2}$, 10 and 5 per cent. off list.

CHANGES IN WIRE NAILS.

FOR some time one of the grievances of the retail hardware trade has been that some of the men on the jobbing list have made it a practice of selling to consumers at wholesale prices.

This was particularly the case with cut and wire nails.

At a meeting of the Cut Nail Association held several weeks ago, it will be remembered, it was decided to give an allowance of 5c. per keg to retailers off the face of the invoice in order to place them in a position to compete when necessary with jobbers who cater for the consuming trade.

At the meeting of the Wire Nail Association held in St. John, N.B., last week it was resolved, to quote the words of the official document, "that manufacturers and jobbers can allow merchant dealers (not consumers) in wire nails a rebate of 5c. per keg off face of invoice, the object being to guarantee a profit of at least 5c. per keg to every dealer in Canada."

The regulation goes into effect on Monday next, the 20th inst., and, as will be noted above, only legitimate merchant dealers will share in its provisions.

While the association was in session at St. John the Gordon Wire Nail Works and W. H. Thorne & Co., both of St. John, N.B., and the Maritime Nail Association, were admitted to membership.

WINNIPEG RETAILERS.

The annual meeting of the Winnipeg Retailers' Association was held on the 7th inst. at the Delmonico, and was enthusiastic when the question of adherence to the early closing system was discussed. At present the affairs of the association are prospering, and the members are determined to see that the necessary legislation is secured to close

all the stores at a uniform early hour. They claim the recent bylaw was upset on a technicality, which can be easily remedied. The officers elected are as follows :

President—C. H. Wilson.
Vice-president—T. D. Deegan.
Treasurer—George Ryan.
Secretary—J. M. Teachman.
Assistant secretary—J. L. Clow.

Votes of thanks were moved to the retiring officers before adjournment.

CUSTOMS UNION SUGGESTED.

A SUGGESTION of interest to Canada has been made to the United States Treasury authorities.

For some time the Canadian route from the Pacific to the interior of the continent has been more popular with tourists and shippers than the United States route. The reason is that our Customs regulations are less irksome, and that our railway facilities are superior.

All sorts of schemes have been proposed to counteract this influence, included in which have been threats to take away the bonding privileges which the Canadian Pacific enjoyed in the United States.

And now comes the proposition that the United States and Canada form a Customs union relating to the territory around Puget Sound in order that the tide of Asiatic trade may be turned from Canadian into United States channels. The suggestion is made by a special agent of the Treasury, who has evidently been making, or at least trying to make, an investigation of the question.

"In connection with this subject," remarks the agent in question, "it may be stated that 253 cases, containing all the exhibits from China and Japan, were conveyed over the Canadian Pacific Railway from Vancouver to Ogdensburg, thence to Atlanta. Not one package of goods for this exposition was brought by way of Tacoma or San Francisco."

Canada is quite willing to extend its trade relations with the United States, but the proposition in question appears to be too absurd to be given serious consideration. In transactions between nations, as well as between individuals, there must be the quid pro quo given in exchange for privileges or commodities received.

EXPORTS OF COPPER.

The exports of copper for the month of June from New York and Baltimore aggregated 8,800 tons of fine copper and 1,752 tons of matte; estimating the matte at 55 per cent. fine copper would make the total exports 9,764 tons. For the first six months of the year our exports of fine copper have been 58,012 tons, as compared with 33,444 tons during the similar period of 1895.

DROPS FROM THE EDITOR'S PEN.

Push for business and it will come to you.

Ambition either makes or consumes a man.

Luck is less to be trusted than a fickle maid.

A leader that is not a money-maker is a misnomer.

The more ideas are exchanged the more they multiply.

Courtesy courts trade; and is sure to win it, other things being equal.

Not infrequently, when you catch the buyer's eye you catch his dollars.

More money is made by doing your duty than there is by ignoring it.

A store, like a man, must be well conducted in order to earn respect.

The merchant who pleases his customers usually satisfies his own pocket.

System in the store is the key which opens the door to Business Expedition.

It is the man who is ready for emergencies that makes a mark in the world.

The crooked clerk has an erratic career, with the tendency always downward.

Confidence in one's self is as essential to winning life's race as it is a boat race.

Truth should be as carefully guarded in the advertisement as in the conversation.

An extravagant clerk is not the material from which cautious merchants are made.

Be yourself. When a man tries to become other than himself he becomes a fool.

Push good goods and allow the cheap and inferior goods to take care of themselves.

A good many people never get rewards because they have not the patience to wait for them.

Associations are killed by one or other of two things: dissensions or apathy—more often apathy.

It is a good sign when people begin to think about your store, but people will only begin to think when you begin to put into

operation ways and means for making them think.

There is one thing an unclean store can be depended upon to do, and that is: clean out customers.

Where the little things are well looked after there need not be much concern about the big things.

When a bright idea strikes a merchant he should frame it in order that it may attract customers to his store.

There is one thing about business: it does not get fickle until the merchant becomes inattentive to it.

Money is essential to success in business; but brains more so. Money is an inert thing without brains to give it action.

The merchant who has his head stuffed full of ideas is not likely to have his shelves uncomfortably stuffed with goods.

There are many men who know how to make money, but relatively few are those who know how to save money.

It is not every merchant who can be wealthy, but it is within the province of every merchant to be a gentleman.

He who in business would blossom like the rose, must, like the rose, comply with the conditions that produce the blossom.

The office of relaxation from business is to better qualify one to push business afterwards. If it is not, then have nothing to do with it.

It is better to sacrifice money than principle. There may not always be more money in it, but there is always more satisfaction, and satisfaction is better than money.

He who would be a wise merchant must have a knowledge of his business, and to obtain a knowledge of his business it will be necessary for him to read, mark, learn, and inwardly digest everything appertaining thereto.

If punctuality were as universal in getting to business in the morning as it is in getting from business in the evening, there would be more highly-prized employes and fewer insolvent merchants than there now are.

Trouble is brewing between the Match Trust in the United States and one of the independent manufacturers. Should there be much friction we may naturally expect to see a light struck that may possibly prove a consuming flame.

THE BEST WAY OF PREPARING FOR TRAVELERS.

THE following was one of the successful essays which won a prize in a competition inaugurated by Iron-monger :

"The best way of preparing for and seeing travelers" is by no means easy to define—in fact, one might almost say, there is no one way which can be called "best" unless it be to have the order ready and meet him with a smile. The method of preparing, however, varies according to the nature of the goods in which the traveler deals, one trade being much unlike another. For example, the brass founder and manufacturer, who has his sample-room at the hotel filled with gas-brackets, fenders, cornice-poles, fire-dogs, etc., requires a great deal more time and consideration than the washing-machine or the emery-cloth representative, who walks into the shop with his prices in his hand, and can book his order straight away without the necessity of exhibiting a variety of samples.

In preparing for travelers it is premised that these gentlemen have sent advice of their coming, as if not, it is evident that there could be no preparation. As manufacturers rarely send advices to any but their own customers, it is further implied that business is, at least sometimes, done.

Installing myself into the position as manager to Hard, Wareman & Co., the well-known house and shop furnishers, I find that each morning's mail brings in a small pile of advices and accounts, politely intimating that Blank & Co.'s representative will wait upon me in a few days, when the favor, etc., etc. My first care, then, is to instruct the stock-keeper to go through all the stock of certain goods such as we buy from B. & Co., and report the quantities of each item in stock, or, when I think it advisable, I satisfy myself by personal inspection. This done, an informal order is made out and put by safely until the traveler arrives. By adopting this practice we are frequently able to avoid the necessity of asking him to call again presently, or to wait a few minutes while the stock is gone through. This latter may not be convenient at the time, especially if the shop happens to be full of customers. In a very short time, therefore, I have taken the necessary prices—if these are not stationary—and the traveler goes off bearing his order (written on an official form and signed), whilst I retain a duplicate, and thus prevent any disputes as to quantity, quality or price.

Many a traveler will look upon this as almost an act of thoughtfulness in saving their time, seeing they have often to wait such a time for some of their customers to get ready. My own opinion is that the advantage is both ways, for I see him but once instead of

twice, and also save the needless worry of searching hastily, and therefore often ineffectually, through the stock while he is waiting. In the same way, if there is no order to be given on this visit he can be told so, and not brought in a second time on a "fool's errand."

It is needless to say that there are many exceptions to this rule. Take, for instance, the merchant in raw materials, such as tin plates, sheets, copper and brass tubes, and bar iron. These and many others are constantly varying in price, so that a quotation given to-day might possibly be of no service to-morrow on account of fluctuations in the markets. In such cases it is advisable, wherever possible, to ask the traveller to come in again in a day or two, and in the meantime to get a competitive quotation. Then on his second visit one is able to treat it as quite a matter of course. In these days of keen competition and small profits it is as important, or more so, to buy right as to sell right.

Again, when the china or glass or fancy goods merchant comes to the town he opens his sample-room, and calls with the pressing invitation to come and see the new designs he can offer, or judge the general high-class quality of the goods he carries and sells. It may be that I am not disposed to take up any new patterns or fresh articles, and perhaps, having a good stock, will excuse myself; but more often it is necessary to see the articles, in order to be acquainted with what is new in case of a sudden demand springing up. This takes up a good deal of time, but most frequently pays for itself.

One class of traveler is very difficult to deal with, although for a different reason—that is the stranger. Such a one comes in and presents his card, expressing his desire to do business. The man is certainly entitled to a hearing, and the consideration of the matter takes this form:—

"This is a new firm to me. We buy from ———, who serve us well. If this man can do better, perhaps his quality is inferior."

It is always advisable to be safeguarded by some guarantee as to quality. Many men will make the most extravagant statements regarding their goods, but will hesitate to sign an agreement to take goods back if not as represented. With such the matter may soon be concluded. Among these particularly so is the factor's traveler, on account of the endless variety of goods he sells. Your own factor is looked upon more in the nature of a friend, who comes regularly and receives his order, and if there is anything you do not know where to buy, will get it for you with pleasure. But if a persistent stranger calls, and begins to run over the whole gamut of his goods—from tin tacks to street

lamps, blind-cord to grindstones—it is by no means easy to go into the cost of every article he mentions, and see whether you can save money by dealing with him; so that, whilst you feel your time is being wasted, there is a lingering doubt as to whether or not you might save money on this or that article.

I believe that no good is gained by continual changing of accounts, and when well served by one firm the account should not be changed, unless for some material advantage. Even when two firms are about equal in quality and price there is always the difficulty of patterns not being identical, and the likelihood of being unable to match.

The selection of season goods is a matter that requires a good deal of judgment, otherwise they will come in too late or too early, and, after all, you will probably have too many for the season, which means keeping them frequently for another year, and then selling at lower prices on account of their being "last year's patterns."

A few words in conclusion as to the system adopted. In addition to the manifold order-book referred to, there should be a second book, in which all orders are entered under the name of the firm to whom they are given. This book being kept indexed, the order can be instantly referred to and marked off when executed, in much the same way as an order-book is marked off for goods sent out. In this way it is always easy to refer and see all the goods that are bought from any one firm and prevent anything from being overlooked, if by chance it should have escaped the memory. A good system of keeping catalogues and discounts is a great help; also a record of special quotations, by means of a small book or otherwise.

When a man gets into a financial hole he should at least take off his coat and dig for dear life to get out. If he does not, it is better that he should remain in the hole.

The man who has not the patience to show goods to impatient customers should seek some other avocation, for he will never make much of a "show" in the business world.



FOR . . .

Hardware Trade

We don't believe there is better varnish made—we will go further, we don't believe there is AS GOOD a varnish made to suit the requirements of the hardware dealer as

PERFECTO

It fills the bill for a Carriage Varnish, a House Varnish, a Boat Varnish, a Floor Varnish.

If you have Perfecto you need not carry so many kinds of varnish. We make special varnishes for the above named purposes, and for the convenience of the hardware trade Perfecto is made to take their place. It does it perfectly.

The Cottingham Varnish Co.
Limited

Mrs. Pratt & Lambert Varnishes
MONTREAL

Cheap Paint

What's your idea of a cheap paint? Is it one that costs the least per gallon or per lb.? It is you're all wrong. You can't correctly judge the value of paint by the price per gallon or per pound.

The only way to get at the value of different kinds of paint is to find out **which will do the most work, and the best work, at the least cost.** We wish every buyer of paint in Canada would make it their business to get this information. The most intelligent ones are doing it now, and the result is they are buying The Sherwin-Williams Paints.

S.W.P. commands the price of \$1.20 per gallon—can't possibly be bought for less, and this is 20cts. per gallon more than any other paint here brings. Any paint sold at a lower price than S.W.P. isn't cheap paint—it's dear paint. Desirable quality can't be supplied at a lower price than S.W.P. The cheapest paint that was ever made is The Sherwin-Williams Paint. Five dollars worth of The Sherwin-Williams Paint will do more work, and better work, than five dollars worth of any other paint known. We mean every word of it, and repeat it—The Sherwin-Williams Paint is cheapest paint that was ever made.

Get any paint with The Sherwin-Williams name on it and you have the best—the cheapest.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of
The Sherwin-Williams Paints

MONTREAL

WHERE PROFIT SHARING FAILED.

"IT is a delusion that men do not get what they are worth," said John Wanamaker in a recent interview. "Now and then a man is unfortunate, I grant, but, as a rule, men get what they are worth. Why, it's the hardest thing in the world to find a clean, strong, earnest, upright young man—they're as scarce as hens' teeth. I had a boy working for me once at three dollars a week—I only got two dollars and fifty cents when I began—and the boy's father, who was loom boss in a factory, came to me and said he guessed he'd take his boy out; he could make more in the factory. 'How much?' I asked. 'Four dollars a week.' 'Well, let him alone and he'll be getting five a week after a while.' When the boy was getting eight dollars the father came again, and again I persuaded him to leave the boy with me. When the boy was getting ten dollars a week the father came again and said he was going to take the boy away. 'What for?' 'He isn't making enough money.' 'What will you do with him?' 'Put him in the factory.' 'How much will he get?' 'Twelve dollars first—fifteen afterward.' 'Any more?' 'Yes, he may get to be loom boss.' 'What will he make then?' 'Seventy-five dollars

a month.' 'Well, then, let the boy alone; he'll be getting a hundred a month here some day.' I had the hardest work to get that man to leave his boy, and we are paying the boy now \$1,000 a month.

"It seems to me there is nothing for it but education, and such discussion as this. I am working in that way—helping to educate several hundreds of young men and women—some of them are learning stenography.

"I tried profit sharing also. Years ago Governor Geary appointed me to investigate the Rochdale co-operative undertakings, and I made a report. It is filed away in Harrisburg now, I suppose. I tried profit sharing in my store; distributed \$100,000. But my people had no idea of thrift. One woman took her \$150 and bought a piano, another bought a silk dress, and so on—no idea of saving. I was discouraged. Maybe I didn't try the right way, but it was not a success. I offered to pay them interest if they would save their money and put it into the store—they thought I wanted to increase my capital, and wouldn't do it. I could have borrowed plenty of money for less interest than I offered them. I do not say I have given it up; a committee of the employees has the matter under consideration,

but they report that at present nothing can be done. There is nothing for it but education. You must educate the people up to brother-love prices; if I should charge brother-love prices now I would be in the sheriff's hands in a few weeks. As for men who deal unjustly with their employees, I think you can make a public sentiment that will make it too warm for a man who is robbing labor. No man ever made \$150,000,000, or even \$50,000,000; he may have captured it in a sort of way, but he never made it.

A NELSON, B.C., HARDWAREMAN.

HARDWARE AND METAL, while strolling down the main street of Nelson, B.C., noticed a fine new warehouse just receiving the finishing touches. Stepping inside and enquiring for the proprietor, we were pleased to meet an old friend, Mr. J. Lawrence, formerly of Winnipeg. Mr. Lawrence recently sold out his business in Lethbridge, N.W.T., and having faith in the great future of the western province, has located at Nelson. In a few days Mr. Lawrence will open out a fresh stock in shelf and heavy hardware and miners' supplies. Mr. Lawrence became a subscriber to **HARDWARE AND METAL**, and we wish him success in his new field.

STUBBORNNESS OF BRITISH MANUFACTURERS.

THE Sheffield Telegraph, a few days ago, published a letter from a correspondent who is with a prospecting party in South Africa. The writer stated that he was a Sheffielder and therefore took an interest in discovering where the tools and general hardware in use in South Africa came from. To his disgust, he says, he found it to be chiefly American made. Some came from Germany, but most from the United States, and practically none from England. He refers particularly to axes, hatchets, chisels, hammers, saws, carpenters' tools, buckets, kitchen utensils, etc. We have no doubt this disgusted Sheffielder, consciously or unconsciously, exaggerated somewhat when he declared that in none of the stores could one buy an English tool, but equally without doubt the American goods greatly preponderate in that country. It is no news—the fact is proverbial; but what chiefly captivates us in the lamentations of this patriotic Sheffielder is his naive appeal to the home manufacturers to rouse themselves. He offers with generous fervor to give any manufacturer, who will write for it, full information as to prices, shape and kind of tools the Americans send to that market. He labors under an unhappy delusion. He evidently thinks the British manufacturer is simply aching to know what patterns to make for the South African market, and is prepared to throw all his energies into supplying the precise things wanted.

Now, the truth is, the average British manufacturer, backed up by the British workman, doesn't want to be bothered with any such information. They know perfectly well, and have known for a good many years, that certain American patterns are far more popular in many of our colonies than corresponding British patterns. They seldom take the trouble to inform themselves why they should be more popular, and that with an open mind. Some of them receive the information with a profound contempt for the man who can be so prejudiced, and they would never for one moment indulge the notion of truckling to it. Others are impressed by the plain fact, but are discouraged from attempting to change their patterns by the stupid unliability of the British workman and his trades unions. The consequence is that the disgusted Sheffielder will go on buying the American goods until he grows hardened to the process. He is not the first Englishman in South Africa who has felt the same disgust in the early days of his new experience. He is not the first who has written home to express his disgust. And what has it all amounted to? Perhaps we are a little nearer to an intelligent struggle to overcome our inertia and to

reform our insular prejudice against everything foreign. In time, probably, we shall reach that vantage ground. Meanwhile, let the disgusted Sheffielder abroad and others like him keep on ding-donging at the old story. It must have some effect, like drops of water on a stone.—Hardwareman, Birmingham.

HEMATITE IN NEWFOUNDLAND.

The Nova Scotia Steel Co. is rapidly developing its valuable hematite mine on Bell Island, Nfld., and expects to make large shipments during the coming season. They are obtaining splendid results from the use of the ore at Ferrona and the Nova Scotia steel works, and have received an offer from a prominent New York firm for all their surplus yield in 1896. We also understand that they have been approached by an English firm, who, owing to the present inflation of trade in the Old Country and the enormous expansion of the steel industry, find it difficult to obtain adequate supplies. It is not unlikely that in the course of another year this enterprising company may try their luck in developing what is believed to be a valuable coal area near Port Hood. Two good seams of coal have already been exposed and favorably reported upon by an expert from the office of Mr. Emerson Bainbridge, M.P., one of the leading English mining engineers. If this mine should be opened, the company could obtain their supplies of fuel by barge within five or six hours' tow of their works. This should enable them to compete successfully with any works in the trade.—Colonial Standard, Pictou, N.S.

LOOSENING TIGHT BICYCLE CHAIN JOINTS.

A tight joint, according to an exchange, is easily loosened by laying the chain on its side, with the end of the rivet resting on a nut or any small hole, and tapping the rivet with a hammer, then reversing the chain and tapping the other end. This, together with working the link backwards and forwards, will soon produce the desired effect.

When a chain has to be repaired and a rivet needs to be removed, one of the heads of the rivet should be filed away, and the rivet can then be knocked out with a punch. But there are some chains in which the holes in the side-plates are countersunk, and in this case the entire head cannot be filed away. The end of the rivet must be centred with a centre-punch, and the head drilled away with a drill of the same size as the main part of the rivet. The rivet can then be knocked out. Side-plates can be made from sheet steel, but we always strongly recommend that an assortment of odd bits of chain should be kept on hand and made use of when repairs have to be effected.



NO SMOKE. GREAT RESULTS.
HIGH VELOCITIES
LOW PRESSURES
LONG RANGE
 EXTRA HARDENED, DOUBLE WATER-PROOFED,
 RELIABLE, SAFE, NO JAR,
 HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.
The Choice of Experts.
The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.
TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
 " 43 " 872'72 " " " "

Far in excess of any other Powder,
Nitro or Black

Pattern 233.
Pads Penetrated (Eley's Special) 30·6.
Pressures 2·17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
 THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Pump Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
 Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St
 Montreal,

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

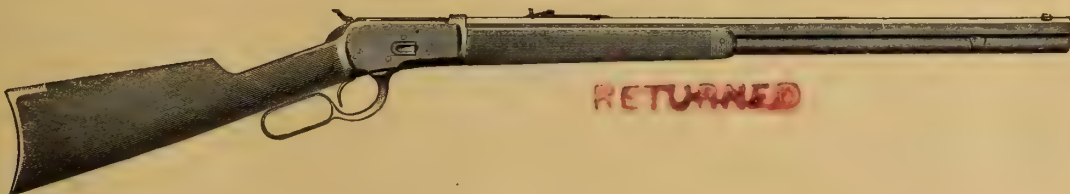
WHOLESALE
MERCHANTS

... Toronto

Revolvers, - Flobert Rifles, - Ammunition



Marlin Repeating Rifles



*Winchester Repeating Rifles
and Shot Guns*



Pieper's Breech-Loading Guns

RELOADING TOOLS, SHOT POUCHES, POWDER FLASKS

AMERICAN DEAD SHOT
25-lb. Kegs.

POWDERS

SCHULTZE SMOKELESS
In 1-2, 1, 5 and 25 lbs.

Graham Cut and Wire Nails are the Best.

ORDERS SOLICITED

OUR PRICES ARE RIGHT

Wads and Caps
Loaded Shells, Shot,

H. S. HOWLAND, SONS & CO. - TORONTO

PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER.

A NEW LINE OF DRESSES

The finest assortment in the city. All ready made, and warranted to fit.

JOHN SMITH & CO.

A very much reduced form of a conventional style of announcement. I am of the opinion that expressions like "New Line," "Finest Assortment in the City," etc., have been so much used that the greater part of their original strength is lost. In these days of fierce competition it is generally advisable to somewhat change the usual style of advertising argument, provided one does not rise into over-originality, which is as unprofitable as conventionalism. The following advertisement presents an argumentative sentence of some euphony, which is liable to be remembered. A description of the article can follow if advisable. This same advertisement, by a change of one word, can apply to any line of apparel, including clothing.

Style
And
Comfort
Too, in
Dresses
Made
To Fit.

TRAIL CREEK.

THE Miner and Electrician, published at Spokane, devotes several columns to Trail Creek, B.C., from which the following extracts are taken:

Trail Creek camp is destined to be the most wonderful producer of gold that the world has ever known. It is but in its infancy, but as time goes on and development proceeds all prophecies are being more than fulfilled. Already the vaults of English and German capitalists are opening to the touch of the golden wand of Trail and **ere long all the money necessary for the development of the mines will be available.**

Already enough work has been done to prove beyond question of doubt that the ledges are true fissures and will be permanent, but the enormous amount of money required to open up the properties has had its effect upon the progress of development. Experts assert that seven true fissure veins have been discovered on Red Mountain alone. These veins run east and west. Their extent is unknown, but the lower workings of the Le Roi and the War Eagle have proven that their richness increases with depth, and at the same time give every indication of permanency. All things considered, it seems that there is not a reasonable doubt about the future of the camp, and it is a safe prediction that within the next twelve months it will be the most widely known mining region in the world.

The production of the Trail Creek mines up to the end of the year 1895 was about \$1,000,000. For the year 1896 the production will probably reach \$5,000,000. Development is being rapidly pushed in all parts of the camp. Shipping has been retarded by lack of transportation, but now that the narrow-gauge road has been completed from Trail to Rossland, the mines that have been waiting for its completion will begin shipping. This cheapening of transportation will make marketable a large quantity of low-grade ore. It is a safe estimate that beginning with the completion of the Columbia & Western railroad into Rossland, the output of the mines will average for the rest of this year 500 tons a day, with an average value of about \$40. This means \$20,000 a day, or for the last six months of the year a total output of 900,000 tons of ore of the total value of \$3,600,000. We believe that the year 1897 will bring a revenue of \$10,000,000 from the Trail Creek mines.

At Trail a 200-ton smelting plant has just been completed, and the management has contracted for several hundred thousand tons of Le Roi ore, some 12,000 tons of which is now on the dump. The first carload was shipped over the tramway on the 15th. The charge for freight and smelting is \$11 per ton. The cost, if shipped to

Helena, Mont., is: Freight to Northport, overland, \$3.50; freight from Northport to Helena, \$2.50; smelting, \$8; a total of \$14 per ton. Ninety-five per cent of the gold value is paid at the rate of \$20 per ounce.

To persons unfamiliar with the luck of a miner the story of the quickly acquired wealth of the stockholders of the Le Roi rivals anything in the Arabian Knights. To every holder of as much as 5,000 shares it means an independent fortune. Le Roi stock cannot be bought for less than \$5, and the majority of it could not be bought for \$10, and the lucky individual who possesses 10,000 shares is well off in this world's goods. Col. W. W. D. Turner and Judge George Turner had lost most of their property during the depression of '92 and '94; Col. Ridpath was an honest attorney and made a good living; the same may be said of D. W. Henley. George Foster held \$51,000, but sold about a year ago for \$1. W. J. Harris, or Billy Harris as he is familiarly known, kept a saloon in Spokane for a number of years. He is a fancier of race horses and was the owner of Klamath. He sold Klamath and took Le Roi stock in part payment. A good portion of his stock was secured in payments of bar bills. Who the unlucky sellers were is not known outside of a select circle, but Billy Harris has the stock and it cost him very little, and has made him one of the richest men in Spokane. This is not half of the story, but it is enough to illustrate how lucky some men are. The properties belonging to the Le Roi company are the Le Roi, Black Bear and Ivanhoe.

The different claims in the creek are treated individually and the best things are said of them, proving beyond doubt that the wealth of British Columbia is attracting attention and that our province is capable of making a better showing than that of any other country in the world.

In the last census year there were 664,060 retail merchants in the United States, whose wants were looked after by 58,701 commercial travelers and 27,532 wholesalers and importers. Of the number of retailers given above 25,451 were females and 612 of the traveling fraternity belonged to the fair sex.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

TWO-PLY TWISTED FENCE STRAND

**Galvanized Fence Staples
Oiled and Annealed Fence Wire**

Manufactured by

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

When
you want

BAR IRON

Try
GUELPH.

You will get

Rounds that are round.

Squares that are square.

Flats evenly rolled.

Bands tough, with clean, smooth edges.

The Guelph Norway Iron and Steel Co., Ltd.

. . . Rolling Mills, GUELPH

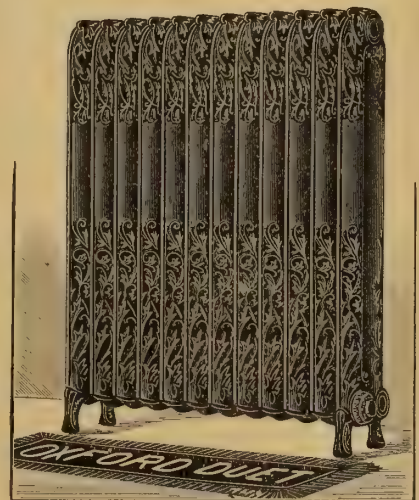
"Oxford" Radiators

HOT WATER AND STEAM

Have **Iron to Iron Joints.** No gaskets or paper washers are necessary to make water-tight joints.



NEVER LEAK



Made for Walls, Corners, Columns, Curved
Windows, Stairways, etc.

**Every Foot Prime
Heating Surface.**

**Endorsed by Lead-
ing Architects.**

MANUFACTURED BY

The GURNEY FOUNDRY CO. Ltd. - TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

TRADE CHAT.

A GENTLEMAN from Cleveland is in St. Thomas, and is anxious to buy the street railway franchise from Col. Stacey.

The Manitoba wild fruit crop will be large this year.

The stock of J. W. Aikens, general store, Blantyre, valued at \$4,300, has been sold to R. Gilles, of Walkerton, at 60 cents on the dollar.

George Lloyd, who was an employe of the Wilkinson Plow Works, Toronto Junction, for over 20 years, died on Wednesday at the age of 73.

There is a rumor current to the effect that the Dominion Typograph Works will at an early date transfer its extensive plant from Windsor to Brantford.

Mr. John Gardner, who has been in the coal oil business in St. Thomas for many years, died at his residence, Argyle street, early Tuesday morning.

The Guelph Cartage and Oil Co. have purchased the outfit and good-will of Wm. Smith, who has for so many years conducted a teaming business in that city.

It is reported that Col. Engledue, of England, representing a wealthy English syndicate, has about completed negotiations for the purchase of the Eagle's Nest gold mine on Koo-Koogaming Lake.

The big lock at the Soo Canal, which is regarded as one of the greatest engineering enterprises of this generation, will be completed early in August, possibly by the 1st. The opening will be of an informal nature.

A stubble burner, built on the principle of a fire break burner, which is intended to remove the heavy stubble from fields, to make plowing more easily performed, is being constructed by Premier Greenway, of Manitoba.

The medal and diploma awarded to Mr. John Abell, of Toronto, for his new automatic engine at the Columbian Exposition, Chicago, 1893, has been received. This was the only medal awarded at the World's Fair for a Canadian engine.

The new Dominion line steamship Canada will sail from Liverpool on her maiden trip on September 17. The plans of the new 9,000 ton twin screw steamer, which is the largest and fastest Canadian passenger steamer afloat, have been received in Montreal.

The Calgary Herald learns from enquiries at the Irrigation office that there are now 157 ditches and canals in operation or under construction in Southern Alberta and Assiniboia and almost daily new applications for water rights are being received. The ditches constructed or now authorized to be con-

structed will supply water for the irrigation of some 142,000 acres of land. "These facts would seem to quite conclusively prove the faith of our present population in the irrigation principle," says The Herald.

Allister McKay, contractor, Chatham, has, after much experimenting, succeeded in perfecting a mammoth steam plow, which is now in successful operation on his large Point Pelee farm. The plow is propelled by a steam engine at each end of the field, and performs its work fast and effectively.

The necessary amount of capital has now been subscribed to enable the directors of the Edmonton district railway to proceed as soon as the inevitable red tape and circumlocution office routine has been gone through. The subscription of stock, including the \$50,000 by the town, now amounts to \$130,000.—Edmonton Bulletin.

Master Mechanic Flynn, of the M. C. R., has received orders to build two yard and one passenger engine at the shops, St. Thomas. The drive wheels are to be made of solid steel, the first of the kind to be used on the road. All the other engine drive wheels in use on the road are made of cast iron, and have only a steel outer rim or tire.

Mr. Tillson, of Tilsonburg, has completed his contract for the waterworks extension, the pipes being connected at the mills recently, and the water turned into the pipes. The firemen tested the new pipes, which are now a six instead of four inch diameter, and were able to throw water over the top of the elevator, or a height of nearly one hundred feet.

The Council of Listowel are submitting a bylaw to raise \$15,000 for the purpose of acquiring or constructing a system of waterworks, and gas or electric light works for municipal or other purposes. The vote will be taken on August 21. The debentures will cover a term of 30 years. The present debt of Listowel is \$89,000, and the ratable property is \$755,230.

It is stated that the California mine Rossland, B.C., has been stocked as a company, Rufus H. Pope, M.P., for Compton, being president, and Hon. W. B. Ives, Minister of Trade and Commerce, one of the trustees. The stock of the company will be placed in the Toronto market during the present week, and it is said some of the wealthiest men in the Queen City will be among the first holders.

As a result of the meeting, on the 15th, of the Trunk Line Passenger Committee and the general passenger agents of the Western roads the questions as to the discontinuance of the commission now paid to the Southern Railway on emigrant business, and the affirmation of the differentials on west-bound passenger business, adopted by the Canadian

Pacific Railway, were left to the Board of Managers of the Joint Traffic Association. The meeting developed all the facts in connection with the matters, and these will be laid before the managers.

A meeting of the creditors of the Erie Iron Works Co., was held at London on Thursday of last week. The assets are as follows: Stock in trade, \$4,467.29; blows, scufflers, etc., \$404.75; patterns, \$850; machinery, \$3,483; office furniture, horses, etc., \$385; total, \$9,590.04. Book accounts, \$6,163.61; promissory notes (good) \$763.91, (doubtful) \$1,879.79, (bad) \$3,478.25. Liabilities—General, \$4,000; Imperial Bank claim (secured) \$3,800; wages, \$375. C. B. Armstrong was continued as assignee and M. A. Gilbert, J. B. Davidson and F. Parker, London, were appointed inspectors.

W. P. McNeil, of this town, has received the contract for building an iron bridge in Wilmot, Kings County. The bridge when completed will be 61 feet, with two pair iron cylinders. Mr. McNeil is making extensive changes and improvements in his iron works. He has just put in a large new boiler, and a smelting and heating furnace. Mr. McNeil has faith in the policy of the Liberal party, and is accordingly preparing for increased business.—New Glasgow Chronicle.

A very important strike has been made on the City of Spokane claim, bonded some time since to the Lilloet, Fraser River, and Cariboo Gold Fields Co., Ltd., of London. Ore was opened on the 14th inst. at the end of a 60-foot tunnel in a large mass and of paying quality. The body is known to be over six feet wide, and assays run as high as \$60 in gold. The City of Spokane is situated on Monte Cristo mountain, right in the heart of the camp.

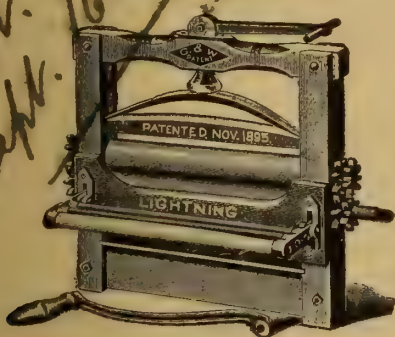
The following companies are seeking incorporation: Victor Oil Co., consisting of William Glen Moncrieff, H. N. Baird, Annie Louise Moncrieff, Alexander McLean Macdonell and Charles D. Scott, all of Toronto, capital \$3,000, in \$50 shares. Cataract Power Co., of Hamilton, consisting of Hon. J. M. Gibson, James Dixon, John Moodie, John William Sutherland, John Paterson, Edmund Brown Patterson, all of Hamilton; capital, \$99,900, in \$100 shares. Trail Mining and Manufacturing Co., capital \$1,000,000, in \$10 shares.

At the Henderson House, Ancaster, four distinguished railway men, Messrs. W. H. Wardrope, W. F. Walker, Q.C., Major Snider and F. G. Beckett, negotiated with the Township Council regarding an electric line between Hamilton and Ancaster. Letters were read from American firms, wishing to take stock, etc. The deputation asked that a bylaw granting the right of way be passed, and the Council read it the first time.

PARIS GREEN

From $\frac{1}{4}$ -lb. Cardboard Boxes to Casks of 600 lbs.
LOWEST PRICES.

SANDERSON PEARCY & CO., 61, 63 and 65 **TORONTO.**
Adelaide St. West,



Varnished Maple Wood
Frame

The Lightning Wringer

WARRANTED

To do better work than any
other wringer made.

LEVER ADJUSTMENT

SIMPLE IN CONSTRUCTION
QUICK IN ACTION

HOBBS HARDWARE CO. - London, Ont.

Barn Door Hangers

We have special offerings this week at exceptionally low prices.
Just run your eye over this list and see if there are any that
will interest you.

CRONK'S 4 and 5 inch.

CHALLENGE 4 and 5 inch.

KIDDER 5 inch.

SARGENT'S Nos. 24 and 26.

Enquiries receive Prompt Attention.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS

MONTREAL, July 17, 1896.

HARDWARE.

BUSINESS has shown neither shrinkage or increase in volume in general hardware supplies during the past week. With some houses it is about equal to the business done last season, and with others rather less; but, on the whole, the general idea is that trade is not equal to last year. Buyers of nearly every staple line confine themselves strictly to small lots. Cut nails have met with some demand during the week, also wire nails and barbed wire, but only of a limited kind. Copper rivets continue to furnish occasional orders, and there has been some enquiry regarding guns, though it has as yet resulted in little trade. The quarterly meetings held at St. John, N.B., last week did not decide on any changes in values, simply confirming former rates.

PLAIN WIRE—There has been no change in wire, the meetings simply confirming former prices. Demand is not brisk. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—Existing prices were renewed at the meeting. Business is of a quiet character, a few orders being noted. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—There have been some fair orders for cut nails. No change in price

was decided on, and we quote: \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The volume of trade is not heavy, but small orders keep coming in. Discounts, 70 and 10 f.o.b. Montreal for Quebec, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—Business dull and no change in discount, which is 50 per cent.

HORSESHOES—Only a small trade doing. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, as to brand.

PRESSED SPIKES—A moderate enquiry is noted this week. Discounts, 30 to 35 per cent.

SCREWS—Continue as before. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—Quiet and dull. No change in discount.

BUILDERS' SUPPLIES—There is no trade to speak of.

BRASS AND COPPER WIRE—There is a fair demand at former discounts, viz., 12½ per cent.

CARRIAGE BOLTS—Quiet and unchanged at 60 per cent. discount.

IRON RIVETS—Very little demand for these. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Business quieter this week. Discount 50 per cent.

BINDER TWINE—There is only a quiet demand for this, though business is more active than it was last week. Prices range from 6¾ to 8¼c., as to brand.

ROPE—There is a fair demand for small lots of rope. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is a fair enquiry for belting in a small way. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—A few small sorting orders only are noted this week.

SPORTING GOODS—Some enquiry has been noted for guns during the week, but little actual business has resulted.

PLUMBERS' SUPPLIES—Business in this line continues quiet and featureless in the main.

GREEN WIRE CLOTH—Only a small trade passing on the basis of \$1.50 to \$1.60 per 100 feet.

CHAIN—Dull and unchanged.

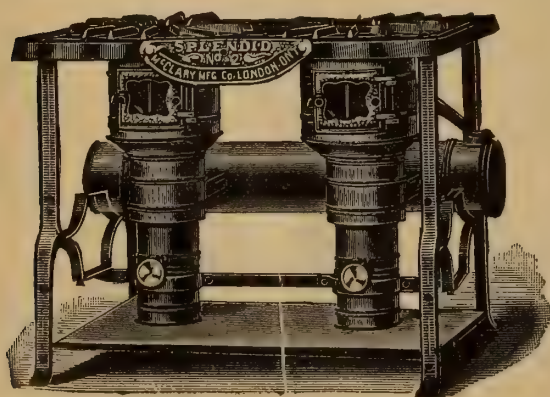
ICE CREAM FREEZERS—Little business moving this week. We quote \$1.40 to \$7, as to size.

CLOTHES WRINGERS—There is no change from last week. We quote \$26.50 to \$27.

TOOLS—Some demand for harvesting tools in a jobbing way is beginning to be felt.

AXES—As they were last week. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—Prices are still more or less unsettled, and business is not generally active. We quote: Plain, 30 to 35c.;



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealers cannot supply, write our nearest house.

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of

MONTREAL



For

Hoisting Clothes Lines
Mining and
Elevators Semaphore
Guys, etc. ...Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

OUR CLAIMS . .

"The way you say a thing is as important as what you say. You will waste your milk if you try to put a gallon into a quart measure." We claim that the best horse nails made in Canada have our name and trade mark—the letter "C"—on each box, but if we did not back up this claim by supplying the right quality, then our words would be wasted. Insist on having them supplied to you by your dealer.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . .

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated
+ +

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address

The Peoples Building and Loan Association
Molson's Bank Buildings, LONDON, ONT.

tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—There is no change in cement. We quote: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—Quiet with prices the same as last noted at \$16 to \$22 per 1,000, as to brand.

METALS

The situation in heavy iron and metals continues much as it was last week. Advances from abroad continue firm on several leading staples, but despite the fact that they have shown this disposition for some weeks back spot values as a rule are unaffected. This no doubt is due to the fact that stocks here respectively in tin and Canadian plates are considered sufficient for the time being.

PIG IRON—There is no particular change in pig iron, which is quiet. Summerlee, ex-wharf, has been offered at \$19, and Nova Scotia brands are firm at \$16.50 to \$17, as to grade.

BAR IRON—This line is exceedingly quiet. Stocks both in first and second hands are ample, and for this reason prices are easier, and we quote \$1.55 to \$1.60, sales being made of round lots for less than the inside figure.

HOOPS AND BANDS—There is no change in these, business being quiet at \$2.25 to \$2.30.

SHEET STEEL—There is a quiet demand, with prices unchanged at \$2.50 to \$2.75.

SHEET IRON—Black sheets are quiet and prices show no change despite the continued firmness in Great Britain. We quote \$2.40 to \$2.50.

TINNED IRON—A moderate trade passing on the basis of \$5.75 up to 24 gauge.

LEAD PIPE—There is fair demand for lead pipe. We quote: 7 to 7½c., with 30 per cent. off.

PIG LEAD—Business is confined strictly to small jobbing lots. We quote \$3.25 to \$3.35.

GALVANIZED IRON—Stocks of galvanized iron are not excessive, and as trouble is being experienced in securing fresh supplies, prices have a firmer tendency. There is a fair demand, and we quote \$4.35 to \$5, as to grade and gauge.

INGOT TIN—Small lots of pig tin have moved to a fair extent this week. We quote 16½c.

INGOT COPPER—Quiet as last noted, at 12 to 13c.

SHEET COPPER—Some import demand is noted, while prices generally are steady. We quote 15 to 16c.

IRON PIPE—Business continues inactive and discounts unsettled. They range, as

FOR SALE

70 doz. empty Hand Grenade Fire Extinguisher Bottles for refilling, 20c. per doz.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

last noted, from 50 to 70 and 10 per cent. off.

CANADA PLATES—Firmness is noted abroad and elsewhere, but spot values are not materially changed from last week, for there still are sellers here at a range of \$2.15 to \$2.25.

TIN PLATES—Ample stocks here in the hands of leading holders check any tendency there might be to take advantage of the strength abroad. Business also is dull, and we quote coke \$2.65 to \$2.75 and charcoal \$3 to \$3.25.

TERNE PLATES—The tone is firm abroad, but there is no change here. Business is quiet and prices as before at \$5.75 to \$6.25.

SOLDER—No change, prices ranging from 11½ to 13c.

SHEET ZINC—Prices same as last week, with trade quiet at 5 to 5½c.

SPELTER—No change to report, the range being \$4.50 to \$4.75.

ANTIMONY—Featureless at 10c.

GLASS.

There is only a small sorting trade in window glass, and prices are without change. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

There is no special feature to report for the past week. Business continues fairly good for the season. Linseed oil and turpentine are reported somewhat weak and we have marked them down one cent. Leads and paints meet with good enquiry and prices continue firm. Reports on dry white lead are very strong, makers both in England and the continent being full of orders. Quotations are steadily stiffening. There is bound to be response in our market.

WHITE LEAD—In fair request. We quote as follows: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—In moderate demand, but firm. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Moderately without alteration in price.

PARIS GREEN—Quiet and easier. We quote: Casks, 13½c.; drums, 14c., and packets 14½c.

LINSEED OIL—In fair demand, but English quotations lower. We quote: Raw, 50c. and boiled 53c.

TURPENTINE—Obtainable at 39c., less 3 per cent. 30 days.

NAVAL STORES—Quiet and steady. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to

5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is only a quiet trade doing in heavy chemicals, and prices are unchanged: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

Petroleum is without change, business ruling quiet. We quote as follows: Canadian refined, in car lots, 15½c., 20 barrels, 16c., smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

There is no change in the hide market. Prices range from 4 to 6c., as to grade.

ASHES.

There is no change in the ashes market. We quote: Pots, firsts, \$3.60; seconds, \$3.30 and pearls, \$4.75 per 100 lbs.

MONTREAL NOTES.

The iron meetings are over and no changes have resulted from them.

Linseed oil shows a decline of 1c. per gallon as compared with last week.

Lewis Bros. note good enquiries for the "Leader" washer, which is selling well.

Paris green has declined ½c. this week on all sized packages and is easy at the decline.

All the Montreal men who went down to St. John got back on Saturday or Monday.

Now that the Liberals are in, the old agitation in regard to the duty on scrap iron is showing signs of revival.

ONTARIO MARKETS.

TORONTO, July 17, 1896.

HARDWARE.

TRADE does not exhibit much life, which is nothing unusual at this time the year. Hardware and metals are always quiet during the midsummer season. About the only change to note in prices is a decline in the price of rivets, burrs and wood screws. After Monday next an allowance of

5 cents per keg will be allowed off the face of the invoice on wire nails. The volume of business in fence and barb wire and cut and wire nails is much about the same as it was a week ago. A good demand is to be noted for belting. Plumbers' supplies are not as active as they were. An increased business is being experienced in churns. The same may be said with regard to clothes wringers. There is still a nice quantity of tinware going out, but the volume of business is not as good as it was a week ago.

ORDINARY FENCE WIRE—Business continues quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

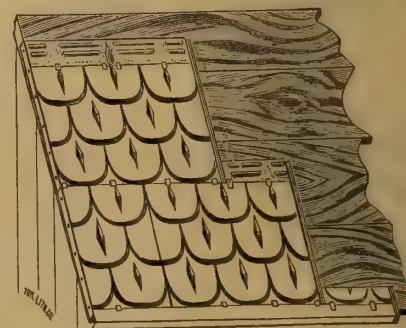
BARB WIRE—Trade is moderate only. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—There is not much to say. The demand can hardly be termed fair. Prices are unchanged. Base price, \$2.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—As noted in our editorial columns, on and after Monday next an allowance of 5c. per keg will be made off the face of the invoice to retailers. The volume of business is much about the same as a week ago. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

**THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.**

to 1 1/4 inch, 70 per cent.; 1 1/4 to 1 1/2 inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, 1/4-inch, 67 1/2 per cent.; 3/8 and 1/2 inch, 67 1/2 per cent.; 3/4, 1, 70; 1 1/4 and 1 1/2 inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, 1/2 inch, 47 1/2 per cent.; larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is quiet and prices unchanged. We quote: 1 1/2 inch., 6 1/2 c.; 2-inch, 7 3/4 c.; 2 1/2 inch, 9 1/4 c.; 3 inch, 11 c.

RANGE BOILERS—A slightly increased demand is reported for the larger sizes, stocks of which are light. We quote: Domestic, galvanized, 30 gal., \$5.75 to \$6.35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—Shipments from stock, while they are not large, are being invoiced altogether at \$2.35 per box for half and half. All bright is also dearer. We quote: All dull, \$2.30; half polished, \$2.25 to \$2.35; all bright, \$3.25.

TIN PLATES—Trade is quiet and prices are unchanged. We quote: Charcoal, I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes.

TERNE PLATES—A few large orders have been received, but in general trade is quiet. We quote: I C, \$6.25; I X, \$7.50.

SOIL PIPE—There is no feature to note either in regard to prices or business. Discount 60 per cent.

SHEET BRASS—The demand is fair at unchanged prices. Discounts, 25 to 33 1/3 per cent., according to quantity.

SOLDER—The demand is better again, some good shipments having been made during the past week. We quote 11 1/2 c. for standard, and 12 c. for half and half.

ZINC SPELTER—The improvement noted last week appears to have been maintained. We quote 4 1/2 to 4 3/4 c., according to quality.

SHEET ZINC—Is quiet. We quote 5 1/4 to 5 1/2 c.

ANTIMONY—Dull. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL.

There has been no change either in regard to business or prices. We quote as follows: Agricultural scrap, 47 1/2 to 50c per cwt.; machinery cast, 50 to 55c. per cwt; stove cast scrap, 27 1/2 to 32 1/2 c.; No. 1 wrought scrap, 50 to 55c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7 1/2 c. per lb (bottoms), heavy scrap copper, 8 to 8 1/4 c.; new light, 7 to 7 1/2 c.; light scrap brass, 4 to 4 1/2 c.; heavy yellow scrap brass, 5 1/2 to 6c.; heavy red scrap brass, 6 1/2 to 7c.

scrap lead, 2c.; zinc, 1 3/4 to 2c.; scrap rubber, 3 1/4 to 3 1/2 c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs

GLASS.

Window glass is firm in the Belgian market. Locally there is no change and business is light. There appears to have been a little improvement this week in plate glass. We quote: \$1.15 to \$1.25 for first break in 50-foot boxes.

PAINTS AND OILS.

Trade, which has been dull during the past week or two, has shown a little improvement during the last few days. White lead, ground in oil, is not so much in demand, we find, but any falling off in this quarter is more than compensated for by the fair output in mixed paints. Liquid paints are now an important factor in the paint and oil trade and heavy stocks are kept by the leading houses. Bicycle enamels and sundries used by bicycle makers are quiet. The rush is over for the season. Paris green will soon be relegated to the back shelves, like other summer lines. The call is very sluggish and prices are easier. Corroders of white lead and manufacturers of red lead, litharge and orange mineral in Great Britain and on the Continent are full of orders, and cable quotations denote very great strength in all lead products. In Toronto we learn that travelers are being withdrawn and sample cases emptied of oil and color bottles, for the semi-annual furnishing. Both linseed oil and turpentine are easier in the primary markets.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, 4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13 1/2 to 14c.; drums, 14 to 14 1/2 c.; 1-lb. packages, 15 1/2 c.; 1/2-lb. packages, 17c.; 1/4-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 52c.; ditto, 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 41c.; 5 to 9 barrels, 40c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages

charged for. Prices in Toronto are 3c. per gallon less than above quotations

GUM SHELLAC—32 1/2 to 35c.

CASTOR OIL—In cases, 6 1/2 c. per lb. and \$3/4 to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2 1/2 to 3c. in barrels and 4 1/2 c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 1/2-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Prices were advanced on Monday in sympathy with the Chicago market. No. 1 green, 6 3/4 c. per lb., No. 2, 6 1/4 c.; No. 3, 5c., and No. 1 cured, 7c.

SKINS—Calfskins, No. 1 green, 7c.; No. 2, 6c.; No. 1 cured, each, 70 to 85c.; sheepskins, fresh, \$1 to \$1.25; lambskins, 35c.; pelts 15c.

WOOL—Fleece combing, 18 to 19c.; tub washed, fleece, 17c.; rejections, 15c. Pulled—Supers, 19 1/2 to 21c.; extras, 20 to 21c.; combing, 19 1/2 to 21c.

TALLOW—Prime, rendered, in bbls., 3 1/4 c.; do., in cakes, 3 1/2 c. Dealers resell bbl, tallow at 4c.; and cakes at 4 1/2 c.

PETROLEUM.

Trade is quiet and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15 1/2 c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 to 19 1/2 c.; Pratt's astral, 19 1/2 c. in bulk.

MARKET NOTES.

H. S. Howland, Sons & Co. are in receipt of a shipment of Goodell's apple parers, "Turn Table," "White Mountain" and "Lightning." "These machines are popu-

SITUATION VACANT.

WANTED—TINSMITH AND GALVANIZED Iron Worker to go to Winnipeg; must be first-class in in and able to estimate on contracts; good opening for a pushing, energetic man. Apply, Box 7, HARDWARE AND METAL. (29)

BUSINESS CHANCE.

WANTED—JOB LOTS OR ENDS OF HARDWARE, tinware or carriage hardware. Send lists and cash prices. Box 286, London, Ont. (30)

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

lar and our prices right," declared a representative of the firm.

Burrs, rivets and screws are lower.

Canada plates are being more firmly held, particularly all bright.

Paint and oil dealers report a good demand for varnishes, etc., from piano manufacturers.

A good many mail orders are being received by H. S. Howland, Sons & Co. for Canadian twine.

An allowance of 5c. per keg on wire nails will be given retailers after Monday next off the face of invoice.

Linseed oil in England is unusually low, and a good many Canadian jobbers are placing orders there.

H. S. Howland, Sons & Co. report that they are in receipt of a good many orders for harvest gloves. They have all sizes, from 10 to 16 inch.

The saw works of the James Robertson Co., Ltd., are busy on fall orders. The outlook for the fall trade in this line is good.

H. S. Howland, Sons & Co. are making shipments of American "Dead Shot" black powder and Schultze's smokeless powder to all parts of Canada.

The yacht Glencairn, which beat her American rival in Oyster Bay, and brought the cup to Montreal, was coated with the Canada Paint Co.'s new boat composition. Returned spectators say the Canadian boat slipped through the water like "greased lightning."

UNITED STATES MARKETS.

NEW YORK, July 17, 1896.

PIG TIN—In values there was no important valuation and general trade movement was very much the same as it has been for some time past, with little buying by consumers aside from what clearly defined wants dictate and most sellers reserved in their offerings. Speculative interest here continues spiritless in the absence of incentive to ventures on either "long" or "short" account, and about the only distinctive local feature is continued effort to keep prices for future deliveries at a discount here in face of the fact that futures are still at a considerable premium in the London market, where stocks are relatively heaviest. Spot delivery was about 13.60 to 13.65c. f.o.b., cash, for round lots, and September and later months 13.50c. nominally, 'Change contract terms.

COPPER—There were more than faint indications that sellers are becoming less indifferent to buyers' offers and somewhat inclined to negotiate at prices that the majority would not listen to earlier in the month. Certain it was that purchases could have

been made easily at 11 1/2c. for Lake Superior ingot for delivery any time during the next two or three months, and that 11 1/4c. is not readily obtained for electrolytic except in small lots. The best casting stock may be had at 11c. and inferior at 10 3/4c., if indeed not at a fraction less.

PIG LEAD—A few hundred tons of common domestic have been sold the past day or two at about 2.97 1/2c., and at the close 3c. was a common selling price for early shipments or spot stock. The market, generally speaking, is in poor form, owing chiefly to remarkably slow consumptive demand. London cables quoted £11 1s. 3d. for soft Spanish.

SPELTER—There is no improvement in the demand for this metal, and values seem rather weaker, under the influence of continued lack of other than small, hand-to-mouth buying or inquiries. The top price for standard western brands, in car lots, is 4.10c., and some may be secured at as low as 4c., delivered here or at common point. London cables quoted a decline to £11 17s. 6d. for good merchant brands.

ANTIMONY—Moderate sales only are being made, and prices are barely steady. Regulus quoted at 7 3/8 to 7 1/2c. for Cookson's, 6 5/8c. for Hallett's and 6 1/2c. for Japanese, from store.

TIN PLATE—The market remains quiet. Few orders come this way for other than small lots of either American or foreign makes, and contracts for forward deliveries are moderate. Prices are without quotable change.

IRON AND STEEL—Dull markets are still

experienced for about everything in this line, and there is still a weakish undertone to the general market, yet no radical change in prices.

BICYCLES ON THE INSTALMENT PLAN.

"The practice of selling bicycles on the instalment plan has maintained almost universally among the hardware trade handling wheels the past few years," recently remarked a bicycle dealer to a representative of Stoves and Hardware Reporter. "From all that I can gather there is going to be a very marked revolution the coming year, however, and I have received a great many letters from dealers who state they are going to sell wheels only for cash or on very short time hereafter. The reasons for this change of front are those that might be expected to be given. The usual terms on which bicycles have been sold have been \$10 down and \$5 per month. Dealers complain to me that many of their customers, after having their wheel for two or three months, and having paid \$20 or \$25, either injure it or think they may as well give it up and get a new one in the same way next year. Consequently, the dealer finds himself with a lot of old wheels at the end of the season which he is finally compelled to dispose of at a figure that generally nets him a loss on the whole transaction."

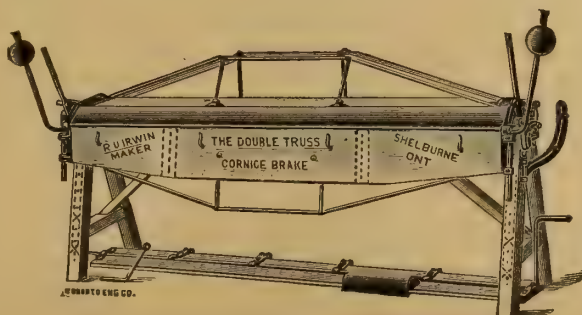
According to a local gentleman, the apple barrel industry promises to be an important one this season. A few years ago 100,000 apple barrels were sent out of Lambton in one season. Last year not more than 1,000 were shipped. This season's output promises to go over 100,000 barrels.—Sarnia Post.

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO.

Shelburne, Ont.

UNDESIRABLE CUSTOMERS.

A CORRESPONDENT signing himself "Jobber," who occupies a prominent position in the business world, sends us an interesting letter on the subject of over-exacting and slow-paying customers. He writes as follows:

The writer has been a very close observer of the details of his business for many years, and some things that have occurred in business seem to be the opposite in their results to what were intended; hence we would ask your readers to note their experience on the same subject. For a series of years we have taken the names of customers to whom we have made the most concessions, allowances and claims, and the result of our investigations has been in nine cases out of ten the trade of these customers has been lost to us finally, notwithstanding our utmost endeavors to please them, and make allowances, not as a matter of justice, but as a matter of policy to keep their good will. Allowances made as to price to meet their views and permit them to bid low and secure orders seem to have the reverse effect of keeping their trade. There can be only one conclusion arrived at by us—that is, that in constantly making allowances of claims, just or otherwise, and reducing prices the customer naturally comes to believe that these claims would not have been allowed were they not just, hence thinks that you have been taking deliberate advantage of him, and he desires to close his relations with the firm by buying elsewhere. These statements have been submitted by us to other parties in different lines of business, and without an exception the results in their business seem to have been the same in every respect as ours. There is another fact that we have noticed in our experience: 1. Where firms do not meet their obligations promptly and where they give notes and ask for an extension, their failure follows in a very few years. Failure to meet a note under ordinary circumstances as a rule indicates either one of two things—that your customer is weak in his financial condition, or he is simply trading on your capital. We have noticed that there are few firms who are habitually renewing their notes whose financial condition is such that they can long keep from failing, and the house dealing with them is far better off without their account. 2. It has also been our experience that the largest losses sustained by us have been directly caused by a desire on our part to assist our friends, such as by renewing paper and accepting promises of positive payment. Again, some of the worst and largest losses sustained by us have been caused by those whom we have deliberately aided to save their credit and assist them, and their failure has amounted to so very little that had we chosen the opposite course and pushed these parties instead of giving them our assistance, our firm would have been far better off as far as settlements are concerned. Of course there are exceptions, but they have been so few that the rule seems to stand as stated. Regarding our remarks about allowances and claims, the justice of which we are not arguing on, our experience has been that there are a great many claims habitually made by certain classes, which claims are simply to get a reduction of the

bill. It has also been our experience that more trouble comes from the jobbers than the smaller trade, and some of the worst false claims that have ever been laid before this house have been from large jobbers, who no doubt derived quite an income from their course of making claims, which in our opinion in the majority of cases were fraudulent.

This letter will, no doubt, be read with interest by many others who have suffered in the way the writer has. We cannot, however, sympathize very heartily with him in the loss of trade which he refers to, for, to put it colloquially, "It's good riddance to bad rubbish." The class of customers who persistently delay payment, making claims, legitimate and otherwise, and in every way trying to get the better of the seller, are not to be courted. It is a definite business policy with certain people to follow these practices of meanness, and perhaps sharpness, as long as the manufacturers, or jobbers, as the case may be, will stand them, then pass on to another firm ignorant of their ways, and so by successively changing the house they patronize, continually buy cheap and save interest. It will, however, be admitted that in the long run this style of business is not a paying one, and ten years' experience will generally prove that the house would have been much better off had they followed the usual practice of a reasonable fairness in claims and promptness in payment. Of course, where a house is financially weak they may be driven to such a course, but in that event their custom is not desirable.—The Metal Worker.

MANUFACTURE OF WELDLESS TUBES.

There are variations in the appliances for producing a cold-drawn steel tube, but the principle of all is practically the same, says an exchange. Only a very high class of steel is suitable for the purpose, and that hitherto employed has been chiefly Swedish charcoal steel, containing a particular proportion of carbon. The steel is taken in the form of a billet two feet long and about six inches in diameter. A hole is bored through the centre, and it is heated, annealed and rolled into the form of a tube about $1\frac{3}{4}$ inches in diameter, and with a wall of about 10-gauge in thickness. This is then drawn through a die, and over a mandrill, by means of a drawbench, until a length of about 800 feet of tubing is produced, beautifully smooth and bright both within and without. This is not all drawn at once, but in a number of operations, and between each of them the undrawn metal has to be repickled and reannealed to obviate the crystallization to which the drawing process tends to give rise. The first drawings of a tube are about three-eighths of

an inch thick, but the thickness gradually decreases until a tube is produced of which the wall is of the thickness of stout writing paper. This is the class of tube that is employed in cycle making, and that imparts to the machine those qualities of strength and rigidity which seem out of all proportion to its exceeding lightness. A good deal of technical skill is needed in the proper treatment of the metal, and there is great danger of producing waste in the way of flawed tube, unless great care is taken in this respect; otherwise the process is not a costly one.

PAYING TOO MUCH FOR PRINCIPLE.

He looked at his commutation ticket and swore softly to himself.

"What's the matter?" enquired his wife.

"I put a postage stamp in my pocket-book," he replied, "and it's stuck to my commutation ticket."

"Oh, well, the ticket's still good, isn't it?" she asked.

"Good!" he exclaimed. "Of course, it's good, but you don't suppose I'm going to furnish a soulless corporation like a railroad company with postage stamps, do you? You don't imagine I'll submit to a tax of 2c. for buying the ticket? You don't seem to grasp the situation. I'm the one who has the kick coming, not the railroad company."

"I don't believe I'd bother about it, John," she said pleasantly. "If the conductor will accept the ticket, I'd—"

"You'd pay the company a bonus for carrying you," he interrupted, "but I won't. It's the principle of the thing that I object to, not the paltry financial consideration."

"Can't you get the stamp off with a knife?" she asked.

"Certainly," he replied sarcastically. "I can cut it out with a knife or a pair of scissors, or it might be done with an axe or a chisel, but you forget that I want to save the ticket. The railroad company is making enough out of me when I ride, after paying the regular rate of fare."

"Then soak it off," she suggested.

"Now, you're beginning to have a little glimmer of sense," he returned. "I thought you would get around to my idea if I gave you plenty of time."

"Great mackerel!" he cried, and, after he had looked at what was left of the ticket and done a little figuring, he added: "Two dollars and thirty cents for a two-cent stamp. It isn't worth it."

THE NEW "LEADER" WRINGER.

The new wringer, the "Leader," which Dowswell Bros. & Co., of Hamilton, have placed on the market, promises to take well. And it should. The manufacturers claim that it is the best selling wringer on the market. The commendable feature about this wringer is that it only requires about one-half the power to operate. It is finished in first-class style, with improved metal bearings, and the rolls are fitted with a special grade of rubber. The machine is warranted in every respect.

EMPIRE STOVE PIPE.



Only practical, durable, smoke-proof, "Knock Down" Stove Pipe made. Tongue slips easily into fold opposite, then bent down, holds the pipe as solid as a rock.

No profanity required to put these pipes together.

Neatly packed 25 lengths in a crate.

Manufactured by . .

THE THOS. DAVIDSON MFG. CO. LTD., MONTREAL

Patented

ELBOWS, COAL HODS, FIRE SHOVELS, STOVE BOARDS, ETC.

STEEL ROOFING.

In some of the Ohio towns roofs made of black sheets can, according to an exchange, be shown that have been in use for 20 years. These roofs have, of course, been painted regularly, though at a surprisingly small total cost. As a result of this experience the steel roofing trade has not only grown to considerable magnitude, but its growth is still continuing. Like all other good things the steel roof has its limitations, being unadapted to damp, salt climates, or in sections where there is sulphur in the atmosphere due to the character of the fuel used; although it is capable of good service even under such conditions if kept thoroughly painted. As a roofing material it is applied in many ways, but there must always be sufficient pitch to the roof to avoid the necessity of soldering. In all cases the sheets are painted on both sides before shipment. Special machines are employed for doing the work, which insure an even coating and press the paint well into the material. When desired the sheets may have several coats of paint to insure protection to the metal. The roofing is easily and quickly applied and makes an excellent covering for all classes of domestic buildings. The sides of buildings are also covered with sheet steel, plain or corrugated, while a very handsome effect is

secured when it is stamped in imitation of brick or rock and then painted and sanded. A factory building having steel siding and steel roofing is not readily destroyed by fire, and when the sheets are properly applied is storm proof. If the building is plastered on the inside there is no difficulty in securing and maintaining a comfortable temperature. As a building material sheet steel is by no means expensive, and this, with its wide adaptability, is spreading its use all over the country.

THE COURSE OF COPPER.

James Lewis & Sons, Liverpool, report as follows on copper under the date of July 1st: The cash price of good merchantable copper fluctuated between £47 2s. 6d. and £48 1s. 3d. up to the 11th ult.; but with purchases of about 3,000 tons on the 12th advanced to £48 17s. 6d., and of a similar quantity on the 15th to £50 7s. 6d. per ton, followed by a reaction on realization of profits to £48 12s. 6d. on the 17th. By the 19th values recovered to £50 and sales of about 7,000 tons were made between £50 1s. 3d. and £49 7s. 6d. in the course of the week, which closed with buyers at £49 10s. Bear selling has since forced prices down to £48 15s., but the closing value is £49 3s. 9d. for cash and £49 7s. 6d. for three

months' prompt. Sales of six months' prompt have been made at £49 7s. 6d. and of twelve months' prompt at £49 18s. 9d. At times cash has realized as much as three months' prompt. The firm who have recently bought so largely have quietly continued their purchases whenever they could do so at cheap rates, and must now have the control of a quantity approximating 20,000 tons. The total stock of Chili bars, which practically means that of G. M. Copper, in England now amounts to only 25,627 tons. Stock-taking has somewhat diminished deliveries, the decrease in English and French stocks for the month being 1,021 tons. From 41,528 tons on the 1st of January the public stocks in England have diminished during the half year to 28,393 tons, or 13,135 tons, while during the past twelve months the diminution amounts to 24,059 tons. There must also have been a considerable reduction in the quantity at the works of smelters and manufacturers. The branches of trade which consume copper continue very active, shipbuilders, locomotive engineers, dynamo makers and wire drawers being especially busy.

PERSONAL MENTION.

Mr. Fred. Johnson, representing Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., was in Toronto this week on business.

Mr. Spiers, of The New York Plumbers' Trade Journal, was in Toronto this week, and made HARDWARE AND METAL a pleasant call.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine

Binder Twine

... OUR ...

Special Amber Shield Brand.

The best value of any twine on the market.

Quantity limited.

Send orders promptly.

CAUSE OF BUSINESS DEPRESSION.

EDWARD ATKINSON, the eminent economist, contributes an article under the above head to the last issue of "The Engineering Magazine." He says in conclusion :

The business transactions, the purchases and sales of every working-day in the year at the present time, which become necessary in the process of supplying daily wants, amount, in terms of money, to not less than one hundred million dollars per day. Money of some kind is the necessary instrument of exchange. In the conduct of this enormous traffic there must be a unit or standard value, in order that the work may be done most effectively. If the slightest doubt affects the credit of that standard or unit of value, all credit suffers ; then arises what we call "depression in business." The lack of comprehension of this fundamental principle, and the lack of any apparent intention on the part of the present Congress to deal with the causes of the present discredit and depression, constitute the evil to which business men are now giving their attention, and which it is their purpose to remove.

On the other hand, when the stability of the unit of value is assured, the redemption of all the obligations entered into by business men is also so well assured that the losses by bad debts incurred in the conduct of this vast exchange of products for mutual benefit come to less than a quarter of one per cent., or less than 25c. on each \$100 of credit granted and received. The farmer who grants a credit season by season when he plants his crop months before the harvest; the mechanic who grants a credit when he makes a bargain for his month's or season's or year's work ; the manufacturer who grants a credit when he buys his stock for conversion into goods for the next season's consumption ; and the banker, merchant or tradesman who grants universal credits to his customers—are alike assured of a just return in money of the same value as that paid out or lent. When the credit of the money or unit of value is attacked, then all alike are crippled, business becomes depressed, enterprise is checked, and the evils of the panic of 1893 occur. Surely they will again occur, if the cause is not removed.

It is not difficult for any person to imagine the malignant influence of any obstruction which legislators may place in the way of this work. Let the great volume of traffic be retarded by only 5 per cent. ; let \$5,000,000 worth of traffic a day be stopped by discredit,—and the goods which others need are held back, depressing the price and apparently over-stocking the market, while 5 per cent. of the consumers, perhaps a thou-

and miles away, are reduced in some measure to compulsory idleness, others to short hours, others to a reduction of wages. Five per cent. of 24,000,000 workers is 1,200,000.

Suppose the discredit to the coin of the nation assumes a graver aspect, what then occurs ? The answer to that question need not be put in theory ; the discredit caused by the Bland and Sherman Acts, and their necessary and long-predicted consequences, were made manifest in the paralysis of industry under the panic of 1893. The Congresses of the United States, by enacting these measures for collecting a forced loan of nearly \$500,000,000 by the issue of legal-tender notes or cheap dollars with which to purchase the silver bullion that now lies dead and useless in the Treasury of the United States, brought into force the causes of the disasters which ensued from that panic. The repeal of the Sherman Act is only the beginning of the removal of the evil.

The business men of the country are now moving with accelerating force to displace the advocates of this disastrous policy from every position of trust, honor or influence which they now hold, while farmers, mechanics and workmen in every branch of occupation will demand that the money in which their earnings and wages are paid shall be good money, and not bad money. The delusion of cheap money has been dispelled, and the community has learned by disaster that cheap money is cheap money.

The cleavage in both political parties is working steadily toward their disruption. Each will then be free of the burden of the silver faction, and will unite for the maintenance of good money in full co-operation with the business men of the community. The interference of the bad money politicians will then be swept away.

CRUDE PETROLEUM PRODUCT.

The total production of crude petroleum in the United States in 1895 was 52,983,526 barrels, valued at \$58,671,279, against 49,344,516 barrels in the previous year, valued at \$35,522,095. These statistics are compiled for the Geological Survey by Expert Joseph D. Weeks. All important producing districts shared in the increase except West Virginia and New York, which showed slight decreases.

Since the beginning of operations in Titusville, Pa., in 1859, the enormous total of 709,713,403 barrels of crude petroleum have been produced in the country, of which 516,657,260 barrels represent the product of the Pennsylvania and New York oil fields. The stocks in the Appalachian oil fields at the close of last year were 5,344,784 barrels, a decrease from 6,499,880, the stock on hand

at the close of the preceding year. The features of the year were the stock decrease, the increase of production in Ohio, Indiana and California, rise in prices and extension southward of the profitable producing districts of the Appalachian range.

DANGER OF CAST-IRON COLUMNS.

A CORRESPONDENT writes to The Engineering News of April 16, pointing out that an objection to the square cast-iron column is that it is exceptionally liable, from its shape and manner of manufacture, to be strained, almost if not quite to the point of destruction, by unequal contraction in cooling. Round columns of cast-iron are not subjected to this risk to nearly the same extent.

A very good example of the existence and extent of these strains in castings happened lately. With a very small difference in the thickness of metal on the two sides of a right angle, a piece 51 inches in length springs off $2\frac{1}{4}$ inches at the centre, showing a difference in length of about $\frac{1}{4}$ inch in 51 inches—a surprisingly great difference in the contraction of the metal on the two sides of the angle, under conditions which would not be expected to produce so great a difference.

Even with the grades of iron best suited to the requirements of building construction, one side of the rectangular box, forming the square column, is almost sure to cool much more rapidly than the other, after casting; and by thereby becoming shorter in length than its adjoining side a strain is brought upon one or both of the corners which join it to its neighbors.

The accident of unequal cooling may originate in the manner or speed of pouring, in the state of any part of the mould, or from the casting being uncovered unequally and thereby exposed in parts to the cooling effects of the air. If in connection with these accidents there be any inequalities in the thickness of the four sides of the column, it is well known that the thick side will retain enough heat to make it continue to contract in length long after its thin neighbor has attained the length it will hold to the end of its history. With the angle of a square column, the thick side will continue to contract long after the other has "set" and the amount of difference in the contraction of two parts can easily be nearly 1-16 inch in one foot of length, as in the case of the mullion referred to. It is apt to be much greater.

In a column 16 feet long this difference would be 1 inch, sufficient to put such a strain upon the structure as to make its use extremely hazardous.

**THE
"RELIABLE"**

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



NEWFOUNDLAND COD LIVER OIL.

THE Newfoundland Department of Fisheries has just published a small pamphlet containing directions for the manufacture of cod liver oil on the new method. The author is Mr. Adolph Nielson, Superintendent of Newfoundland Fisheries. The publication is one of great value, and if widely circulated and its directions carried into practice it will be of very great service to fishermen and to those engaged in the manufacture of this oil. "Hitherto our cod liver oil manufactured on the old methods," explains the Newfoundland correspondent of The Montreal Gazette, "was quite unable to compete with the Norwegian oil, which in consequence had a monopoly of the markets. Our able Superintendent of Fisheries was the first to introduce here the Norwegian mode of manufacturing the oil by the freezing process—which the Norwegians always kept a profound secret. Now we can produce oil which compares

favorably with the finest Norwegian product and commands a high price. Great numbers are engaged in the manufacture, and on all hands Mr. Nielson was in request to give the necessary instructions and advice. Mr. Nielson has drawn up minute instructions for this new industry in clear and simple language, showing the rules which must be observed in order to produce a good oil. The first part, which has just been published, contains full directions for extracting the oil from the livers. The second part, which will be issued in about a fortnight, will give a full account of the freezing process and instructions for erecting the necessary apparatus. Mr. Nielson recommends the fishermen to prepare and filter the oil and sell it to the refiners who require some capital to erect the proper machinery and also the employment of skilled hands. By this division of labor the both parties will be benefitted and a better article produced. Newfoundland has this year a fortunate op-

portunity of gaining and keeping the market, as, owing to the failure of the Norwegian fisheries, there is a great falling off in the export of the article."

PLOWING THE WATER FOR PLATINUM.

A curious method of producing platinum is practised by the inhabitants of the villages on the Tura river in the Russian Government district of Tomsk in Siberia. They call this method "plowing the water." A raft is constructed and an inclining gutter of boards fastened to it, which at its lower end is provided with an iron plow. While floating down the river they scrape or plow its bottom. The sand scraped out falls into the gutter and passes into a tub filled with pine boughs upon which platinum is deposited. The sand of the Tura river and its tributaries is so rich in platinum and its primitive production so profitable that the peasants are abandoning agriculture and devoting themselves to "plowing the water."

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

THE CANADA PLUMBER AND STEAM-FITTER

BUSINESS this week shows less activity than it has for some time. Wholesale dealers in plumbers' supplies say so, and so do the master plumbers. The reason, forsooth, no one seems to know.

TORONTO AND HAMILTON PLUMBERS TO PICNIC.

The negotiations between the Master Plumbers' Associations of Toronto and Hamilton with a view to holding a joint picnic have borne good fruit. A meeting of the Toronto association was held on Tuesday night when the date was fixed at July 31, and the place, Mountain View Park, Hamilton. On Wednesday, Messrs. Burroughes, Hogarth, Cook and Beavis, representing the Toronto association, journeyed to Hamilton and completed arrangements there. The London association, while not taking part as an organization, will have members present at the picnic to ensure its success.

PLUMBING CONTRACTS.

There is some figuring going on for fairly good jobs, but there are not many contracts of importance being awarded. The John Ritchie Plumbing and Heating Co. are putting in the water closets, sinks, drainage and general plumbing of the wing that is being added to the western dining hall at the Toronto Industrial Exhibition grounds. This same firm is also supplying the plumbing for the new residence being erected for Mr. Simmers in Yonge street, south of the C.P.R. track.

PLUMBING PERSONALS.

Mr. Thomas Worthington, of Worthington, Garratt & Armstrong, Bay street, Toronto, returned on Tuesday night from holidaying in Muskoka. It was Mr. Worthington's first holiday in four years, and he appears to have enjoyed his outing.

Mr. Fred. Somerville, manager of the plumbers' supply department of the Ontario Lead and Barb Wire Co., started out on a three weeks' trip on his bicycle yesterday (Friday) morning, taking in Detroit and other places of interest.

NOVEL HEATING.

An installation, on novel lines, for heating the Manchester General Post Office, has just been completed by Holden & Brooke, Ltd., Salford. In this new system, hot water is forced through the entire building by means of four "exhaust" injectors, worked by the exhaust steam from either the electric light or pneumatic engines. The injectors in question supply 28 different circuits of heating-pipe, the quantity of hot

water supplied to each circuit being independently controlled by the man in charge, without interfering with the working of the injectors or the quantity of water passing through the other pipes. It may be added that the system has been patented by Mr. Brooke, and was worked out in conjunction with Mr. J. W. Curra, of the engineering department, St. Martin's-le-Grand.—Ironmonger, London.

WHY DOES WATER FREEZE?

Regarding the question, "Why Does Water Freeze?" by E. R. C., Brooklyn, published in Heating Plumbing Lighting, under date of April 15, I wish to say that your correspondent has asked a question to which no plumber will ever be able to give a definite answer. We know that water expands as it cools, from 39 to 32 degrees Fah., its freezing point. We also know that a pipe bursts when the freezing occurs, and that under certain conditions a pipe will burst at a point where it is not and has not been frozen. The latter is due to linear expansion of cores of ice forming at exposed points and crowding the water up between them, and forcing the pipe to give way at the weakest point. But, as to "Why Water Freezes" no one can tell. The smartest man living to-day cannot tell why grass is green, and I am confident that no one can tell why water freezes, nor why—contrary to almost every other substance—it expands in cooling. I would have written sooner had I been home to see my paper. What do other readers of The Sanitary Plumber think of the matter?—R. A., in Sanitary Plumber.

THE INSPECTOR IS KING.

The following, under the heading "Where the Plumber is at Rest," appeared in a Massachusetts newspaper:

You see, in the days of our fathers it worked this way: The housebuilder would call in the plumber, and say unto him: "Plumb me mine house so-and-so," and in the hearty way of the housebuilder he would add: "and I want a first-class job, see." The plumber sees—more than the housebuilder thinks he sees, generally. He sees that plumbing is plumbing, and that if he does what a plumber, even the most guileless of his craft, calls a first-class job, wherefrom come no smells, and wherein broods no undertaker's bill, the merry householder will lose every shade of his expansive grin and rend his robes: "Woe is me, I have fallen among thieves. Is not a pipe a pipe, must there be stacks and vents and traps and general frills, as this man says? Traps indeed—well named forsooth. Traps for mine hard-earned coin. Is not the plumber's boy the slowest variety known to science, and doth not his grasping master charge 40 cents an hour and incidentals, for his meandering leisurely from here

to there and there to here?" And so he and the plumber fall out, and the pipes are put in, "cheap," and the baby has the diphtheria, caught from the wash; and the wife has malaria from the execrable air of the town; and the daughter has typhoid fever from overwork at school, and the housebuilder has that tired feeling; and so does the doctor, for in a moment of folly he tells what the trouble is and is advised to get him hence: "This house was brand new last spring, sir!" The plumber sighs, and goes to church, and wonders if all that calamity or any of it is charged to him on the Doomsday book. He can't figure out that it is, but he is unhappy, and he is likewise sometimes wrathful, when he feels rested, and then he says under his breath that the householder is tired as the fool is tired.

But all this is changed. Mr. Housebuilder calls on the plumber as of yore. With the same radiant determination to "get that plumbing within that figure," because he must have a piazza and his wife and daughter want yellow and green glass in the front hall he tells the plumber how "that job must be done." The plumber says "Certainly," and in softest tones explains that Mr. Turner, of Northampton, who is the efficient servant of the great and untrifled Commonwealth of Massachusetts, must be called in to put the great seal of approval on the work in hand. Mr. Housebuilder, if he is very green, will make eyes at Mr. Turner, but Mr. Turner, with the exasperating deliberation of those well-fed, czar-like public officials, says, "thus and thus must this be done," and he knocks Mr. Housebuilder's little estimate into a cocked hat, whereat he fumes like an old-time trap, and swears that were this house not up so far, he would leave the country, sir, he would build where he could turn around, sir, without seeking the permission of any such fellow as this inspector, sir. But the house is there and the laws say so and so about those pipes, so Mr. Plumber looks sympathetic, but he dances a hornpipe, or lead pipe if you will, in the back shop after the front curtains are down, and he does a piece of work that he dreams of with delight, and knows is written in red ink on the Doomsday book, in the department of fine arts. And he cries: "Long live the Commonwealth of Massachusetts, and her untrifled servant Mr. Turner." And Mr. Householder is red in the face, he tells his neighbors for a mile around about the outrage on the liberties of an old taxpayer; he tells his wife he won't stand it, no sir; he says to his daughter that he can't afford any graduation flummery in a state that grinds the poor man down in this unmerciful way; and he storms at the baby: "You'll be sorry you were born when you get to be my age;" whereat the baby howls and looks very sorry already. But the doctor observes

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

that the baby is growing fat, that the wife is rosy and entertains "society"; that the daughter's studies are not killing her as of yore, and that Mr. Householder has a new suit, whereof the waistband is five inches more ample than that of one short summer gone by. And the doctor and the plumber get their heads together one day and say that the new plumbing laws are a benefit to the community, and they relate the story of Mr. Householder, and they laugh until they cry. This is a fable.

BUILDING OPERATIONS.

Building operations have been very active this year in the North End, and in no spot has there been so much of it concentrated as on the site of the Old Boys' College, above the cricket grounds. It was a barren moor when Mr. George Oliver purchased it last year, but he has worked marvels this season. Three large handsome single houses and a double house have been erected, and three new ones have been started. He has opened a new street, called Hellmuth ave., through the centre, and this has given an impetus to the sale of lots, which has been effected through Mr. Sangster's agency.—Advertiser, London.

The Merchants' Bank of Halifax has awarded the contract for erecting their branch building at Truro, the plans for which were prepared by Elliott & Hopson, to James Reid, of Dorchester, N.B. The first storey of the building will be of red sandstone and the upper storeys of buff brick and terra cotta.

Ex-Ald. Wyatt has let the contract for his new Main street block, Winnipeg, to Mr. P. Burnett, the price in round figures being about \$20,000. It will be built of white brick and native stone, 120 feet frontage, three storeys and a basement. The location of the block is on the west side of Main street, near the Bank of Montreal.

Hon. Senator Merner is erecting a fine \$10,000 hotel in Berlin, on the corner of King and Young streets.

The new brick block to be erected on Main street, Winnipeg, near the Bank of Montreal, will be constructed jointly by D. McDonald and R. Wyatt, Mr. McDonald owning the south and Mr. Wyatt the north half. The building will have a frontage of 50 feet on Main street and a depth of 120 feet. It will be three storeys high with a basement, and will cost from \$18,000 to \$20,000.

A Cornwall despatch says, "Vankleek Hill is experiencing a building boom this summer. Besides several other buildings a large addition to St. Mary's convent is being constructed. The annex will be a three-storey brick structure, 56 x 45, and will contain class-rooms, dormitories, a chapel, and a large recreation room."

City Commissioner Coatsworth, of Toronto, has granted permission to A. Nelson for the erection of a pair of semi-detached two-storey and attic brick dwellings, southwest corner of Spadina road and Lowther avenue, to cost \$10,000.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO

Marlin Repeaters

MODEL 1893

SOLID TOP
and
SIDE EJECTION

Guaranteed in all particulars

The finest REPEATING RIFLE on the market

For sale by the trade everywhere.

Send for catalogues of our full line to

25-36,
32-40,
30-30 SMOKELESS
AND 38-55.

THE MARLIN FIRE ARMS CO.

NEW HAVEN, CONN., U.S.A.

SLEIGH BELLS

BACK BELLS
BODY BELLS
SHAFT OPEN BELLS
SHAFT GONGS
TEAM BELLS
SADDLE GONGS, Etc.

IN GREAT VARIETY

Manufactured by

Walter Grose, Montreal

Catalogues and Price Lists on Application.



Boeckh's

BRUSHES

AND

BROOMS



SHOULD EMPLOYEES READ THE BUSINESS PAPER ?

BY NATHANIEL C. FOWLER.

IN every mercantile reading room are filed the representative trade and commercial papers.

In nearly all business and factory offices are kept the trade papers representing the industries.

Intelligent manufacturers and managers read their trade papers regularly and carefully, and when they are through with them they are handed to the department heads, and from there reach every class of employe, except that of ignorant labor.

The good trade paper is not only a correct mirror of business, but it is a text book and a volume of successful lessons.

Where you see success, there you see trade papers.

The trade paper is a necessity, and is more and more being so recognized, for, faulty as it may be, and there is nothing perfect, it is the best arena for the exchange of thought and for practical illustration of successful making and doing.

The capitalist should read the trade paper, because it tells him how his money is making money.

The active manager should read the trade paper, as he would read any other work of business education.

The workman should read the trade paper, because it broadens the scope of his mind, and lifts him out of mechanical ruts.

The trade paper should be in every office, in every superintendent's room, and in every reading room for workmen.

If there be many employes there should be many copies of the same paper.

Are trade papers read ?

Look at the crumpled pages ; see how they show the effect of handling and re-handling.

If you then doubt that the trade paper is read from beginning to end, put a little item about yourself in the most obscure corner, and count the number of references by mail, and verbally, that comes to you concerning it.

Get married, and ask the trade paper to print the marriage notice, or if you have a bouncing boy, let the editor pleasantly speak of it. Then visit your cousins, and the cousins of your cousins, if they are in your trade, and there'll be no need of telling them about it.

If all the folks in trade who know you will read these little social items, how much more reason there is to believe that they will read the words which mean more business for them.

Each copy of a daily paper may have but

one reader, but every copy of a trade paper has from one to one hundred readers.

You will not have to make your employes read the trade papers ; you will not even have to suggest it ; you have simply to give them the opportunity.

I know that most trade papers contain a superabundance of chaff, and that the reader must separate from it the kernels of wheat, but, compared with other publications, there is more food to the square inch in the good trade paper than there is to the square foot in any other publication.

Perhaps the editor of the trade paper may not be correct in all that he says.

If he were infallible, he wouldn't be editing a trade paper, for there would be a place for him in some other and better world.

If he be wrong sometimes, or wrongly expresses himself, then the employe can, by using his mind, learn manufacturing affirmatives, by reading the negatives.

The reason that trade-paper advertisements are read more than any other class of advertisements is because the trade-paper advertisement contains money-bringing information, and everybody in trade is interested in what everybody else in the same trade has to say to the public, and the trade paper advertisement is the cheapest, easiest and most sensible method for a man who makes and sells anything to tell the man who buys that something that he has that article for sale.

BUSINESS STANDS AND GOOD LIGHT.

Every retailer should realize that good light is one of the first requisites of a business stand, remarks a contemporary, and that plate glass and plenty of it is not a luxury, but a necessity, where a big business is to be done. If a corner location is secured, the side street light should be as large and as perfect as the front, and that corner window, if kept in good condition and well arranged, is not only the best and most effective of local advertisements, but a silent salesman who will show goods and make sales all over the store. Cheap, thin glass and small panes in show cases must sometimes be used as enforced economies, but where the business warrants the expenditure, good plate should be used as a business investment. Good light enables the customer to examine and appreciate fine goods, and often aids cheap, but showy, commodities, which look best in a bright light. It is also a detective of dirt, disorder and decay, and will not allow the results of lazy and careless service to escape the eye of the master. There are, perhaps, places where style, neatness and attractiveness have no mission, but, if so, those places are the graves of true business men and live mer-

chants, may remain there, but will never reach the success to which they should attain.

GLASS SITUATION IN THE STATES.

NOW that all the window glass factories of the country are closed down, says Stoves and Hardware Reporter, it is possible to review the past season with some degree of accuracy. In some respects it has been a rather remarkable season. The duration of the blast in the majority of the factories has been about thirty weeks, or nearly one-third less than for the season of 1894-5. Most of the factories did not resume operations until September 21 of last year, three weeks after the usual date. There was an idleness of six weeks during January and February, and all but a dozen plants shut down for the summer on May 29.

Notwithstanding these facts, there has not been a corresponding reduction in production from that of 1895. While but 1,300 to 1,500 pots were in operation in the preceding blast, 1,550 to 1,648 pots have been operated during that now closed. As a consequence, the production of 1895-6, according to a competent authority, has not been 300,000 boxes under the figures of the preceding year.

The season now at an end has witnessed the greatest number of pots in continuous operation that has ever been known in the history of the trade. The output per pot has been fully up to the average of previous years. The demand this year has been dull, and imports have been much heavier than last year. Stocks in the hands of manufacturers are now believed to be much heavier than has been thought, and are estimated at a million boxes. Those in the hands of jobbers are estimated at 550,000 boxes. If these estimates, made by one of the leading journals in the glass trade, are correct, present holdings show only a slight difference from those at the end of the preceding season.

A FINE CATALOGUE.

A fine range of guns and ammunition is illustrated in Lewis Bros.' catalogue for 1896-97, which is being sent out to the trade this week. This book of 46 pages is handsomely printed, and the prices, goods, etc., it describes in its pages handily arranged, so that anyone can find what is wanted. Over 50 different numbers of guns, rifles and revolvers are illustrated, besides gun tools, screws, gun cases, cartridge belts, duck calls, hunting leggings, caps and vests, etc., etc. It takes 13 pages, from pages 33 to 46, to illustrate the firm's complete stock of ammunition and shells of all kinds. Readers of *HARDWARE AND METAL* can secure this comprehensive price list by writing Lewis Bros., St. Sulpice street, Montreal.

The **Swansea Forging**SWANSEA
Near Toronto**Company, Limited**

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTSSpikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware*Bicycle and Drop Forgings of all kinds,
etc., etc.***NOVA SCOTIA STEEL CO.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel**Stove
Dealers**will
find the**"SCIENTIFIC"
STOVE PASTE**In 5-lb. pails, the very best article for use during the
coming Fall and Winter.Price per pail, 60 cents
dozen, \$6.00

Spot cash. Order through your wholesale house.

TELEPHONE 2905.

TORONTO**The "Twin-Comet" Lawn Sprinkler**Will sprinkle
an area
four times
greater than
any other
sprinkler
made.Price
\$5.00 list

Sole Agents and Manufacturers

GARTH & CO. .. Montreal**WHY GUNPOWDER IS BAGGED.**

THE regulation which prescribes that all powder, except powder in canisters, shall be bagged, was framed in consequence of a remarkable but deplorable accident. Many years ago, when the great Zig Zag was being constructed on the western slope of the Blue Mountains, near Lithgow, the contractors were in the habit of having the blasting powder conveyed by team from Sydney to the scene of operations. The Bathurst road, which crosses the mountains, was not in a good state of repair at the time, and on one occasion it so happened that the jolting of a heavy dray laden with the explosive caused the hoops of a keg to shift and loosen. The result was that the powder trickled through the open staves in a thin, black line, which extended for a considerable distance along the road. From some unknown cause this thin track of powder became ignited. A slight line of flame then followed the dray with incredible swiftness, and overtaking it leaped up the thin stream of powder that was still falling from the damaged keg. A moment later and a terrific explosion occurred. Teamster, team and dray were blown to atoms. Uncertainty exists as to the precise spot of the catastrophe, but Mr. Williams, of Messrs. John Keep & Son, Ltd., to whom we are indebted for the details of this extraordinary mishap, is inclined to believe that it happened not far from where Blackheath or Katoomba is situated. Action was immediately taken by the Government to prevent a repetition of such accidents, and a regulation, which is still in force, was issued to the effect that all powders, with the exception already named, should be bagged, so that in the event of the staves opening and the powder leaking through the crevice, the bagging would prevent its further escape.—The Storekeeper, Sydney, N.S.W.

**THE PORTS OF GALVESTON AND
NEW YORK.**

The completion of the harbor improvements at Galveston, Texas, is likely to divert a considerable amount of freight traffic for European and South American ports from New York and other eastern seaports. A service of vessels of the Hamburg-American and of the North German Lloyd line is to be established at once between Galveston and Hamburg and Bremen, and the Harrison line of Liverpool have arranged to make Galveston a port of call for their steamers on the way to and from South American and West Indian ports. Two large grain elevators have just been completed at the port, increasing its elevator capacity to 2,000,000 bushels, and improved railroad and shipping facilities are being introduced in connection with the new system of wharves and jetties. A channel of over 23 feet is now secured into the harbor direct from the sea.

RAZORS, SCISSORS

.. AND ..

POCKET CUTLERY

TRADE



MARK

MADE BY

H. BOKER & CO.Are leading for Style, Finish and
Good Value.**CAVERHILL, LEARMONT & CO.
MONTREAL****Brushes**

Have you seen

OUR PRICESfor this season? If not, it will pay you to
do so, as they**ARE RIGHT**Send for price list and discounts.
All goods guaranteed.**MEAKINS & CO.** 313 St. Paul Street .. **MONTREAL**
and Meakins & Sons, Hamilton**Abbott & Co.**

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREALCHARLES F. CLARK,
President.EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,

Executive Offices .. Proprietors.

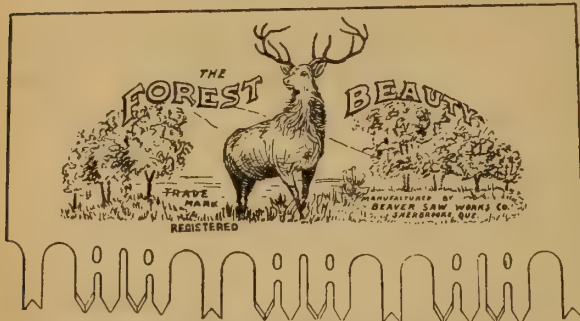
NOS. 279, 281 & 283 BROADWAY NEW YORK.Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

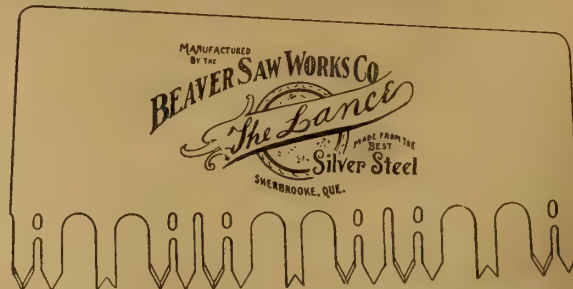
THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES . . .

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.
SHERBROOKE, QUE.

HOW MINERAL WOOL IS MADE.

OF those who know what mineral wool is, or silicate cotton, as it is sometimes called, probably only a small number are familiar with the simple process by which it is made, says Kuhlow's. The wool itself, serving a variety of useful purposes, as a non-conducting covering against heat and cold alike, for steam pipes and cold storage room walls, as a sound "deadener" in floors of buildings and as a means of fire proofing, among many others, is as its name implies, a soft and woolly substance, consisting of a mass of very fine mineral fibres interlacing one another in every direction, and thus forming an endless number of minute air cells. The wool appears on the market in a variety of colors, principally white, but often yellow or grey, and occasionally quite dark, and is made by converting scorial and certain rocks, while in a molten state, into a fibrous condition by a steam blast directed against the liquid material. Blast-furnace slag forms the raw material for one variety of the wool, and sandstone for another, yielding, respectively, slag, wool and rock wool, the latter being preferable for pipe covering because of the absence from it of sulphur, which, with moisture present, becomes an active corroding agent. The

furnace slag or the rock, as the case may be, is melted in a large cupola, and as it trickles out at the tap hole in a somewhat sluggish stream it meets a high-pressure steam jet which atomises the woolen material, if it may be so termed, blowing it in fleecy clouds into the storage-room provided for it. Soft and downy, the stuff settles wherever a resting-place affords itself, the heavier and easier wool coming down first, while the lighter portions are blown further along by the force of the steam and settle in the more distant parts of the room, the material thus naturally grading itself into varieties of different quality. A thousand pounds of wool per hour are turned out by one of the cupolas, and after the storage-room has been blown full the flocculent mass is pushed into bags, ready for the market. The whole process affords an admirable and interesting illustration of the utilisation of an utterly waste product.

PATENT REPORT.

Marion & Laberge, solicitors and experts, report that the following patents have recently been granted to Canadian inventors, 52693, F. Guay, merry-go-round; 52701, W. Bohrer, pipe; 52723, W. G. Lane, coal dumping car.

THEY COUNT.

In a retail business, said a shrewd and successful trader to a writer in an exchange recently, it is the little things that make the profit or the loss. For instance, a man comes in to pay a bill. The amount is, say \$5.15. It might appear gracious on my part to call it an even \$5. But there are a good many bills paid in the course of a day that have a few odd cents at the end. If I threw off the margin each time I would in the course of a week have thrown away a large share of my legitimate profits. Perhaps by looking after the little things one gets the name of being a "tight" dealer, but if, on the other hand, there is perfect honesty as to weights, good faith regarding quality of goods and a disposition to do the square thing in every transaction, people become reconciled to the other, and in the end there is a better and more satisfactory class of trade. For instance, a man told me this week that he thought my prices a little high sometimes, but he dealt with me because he had never known me to give light weight and because he could depend on what I said about any article.

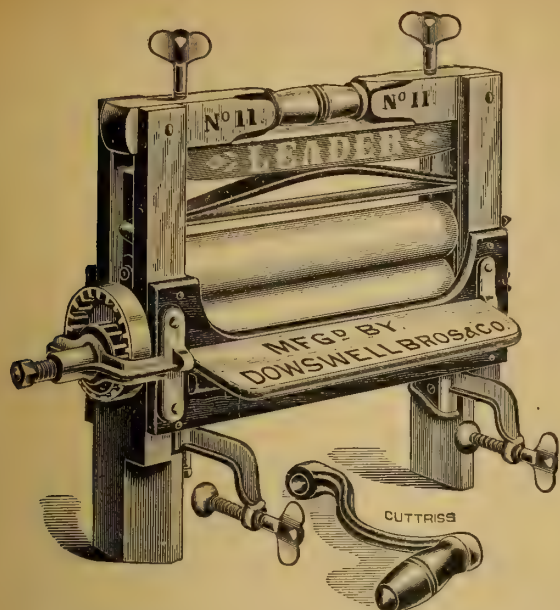
Calgary merchants have agreed to close their stores for a half holiday on Thursday afternoons during the summer months.

LARGEST SPORTING GOODS HOUSE IN CANADA.

McCREADY'S BUILDING SALE

You'd regret if you knew how much money you were losing by not buying your Sporting Goods from us. We supply everything in this line. **Quality high, Prices low.** It costs us more to move than to cut off the prices. We give you this in large discounts by taking goods in lots. Everything must be cleared out, as we open the new building with brand new stock. Write for particulars. Dealers, write for discounts.

The R. A. McCREADY CO. Ltd., Temporary Premises, 219-221 Yonge St. Toronto, Ont.



THE NEW Leader Wringer

Eclipses any Wringer ever before the Public.

DRIVEN BY INTERNAL GEAR

Easy to operate

Special grade of Rubber and extra finish throughout

EVERY WRINGER WARRANTED

Write for prices to

W. L. HALDIMAND & SON

Eastern Agents, Montreal

DOWSWELL BROS. & CO.

Hamilton

THE VALUE OF RESPONSIBILITIES.

EVERY young man should be in debt. Not in debt to his tailor or his landlady, or for a bill in a saloon or cigar store, for that class of obligation does more harm than good, even if he pays within a reasonable time. It is well, though, to be encumbered by some real estate mortgage, or by such a liability as building association shares and insurance; not a burden which is going to become a drain, to make life a drudge and call for every spare penny, but one which will have a tendency to make him select his pleasures rather than drift into them for want of any other object in life.

Most young men do not see much to gain by saving a few dollars each month, and they fall into the habit of letting it all go. A small partial payment invested in real estate with the natural additions he would make, having once become interested, will amount to a very snug little sum by the time he is 40. At that age a man, usually deter-

mines whether his life is a business success or a failure. If a success, the little accumulation that taught him how to shut off foolish expenditures has probably been the secret of that success. If a failure, the fact that he is possessed of a snug sum in cash or its equivalent will be found a very pleasing reflection. The payments all come during what may be termed his best producing years and are rarely a hardship. The mistake is frequently made of going in too deep, particularly in real estate. Anxiety to make a fortune quickly instead of attaining a competence has ruined many careers which, under the plan of gradual accumulation would have been both successful and brilliant. A heavy load means both physical and mental strain. No man can afford to shut off his pleasure and his recreation altogether. He needs both the society of women and the companionship of men as well as a class of recreation which will keep his mental faculties clean and active. He needs, moreover, long before he is forty the company and guidance of a good wife. No one

can afford to starve the mind and heart to feed the pocket. Every life needs laughter as much as the rose needs the sun, and every life needs some responsibility, some restriction.

The man with something to live and work for sails under control; he with nothing merely drifts. Good luck may drift him into harbor, but the chances are against him.—Astorian.

BICYCLE STATISTICS.

The Chicago Tribune gives the following estimated statistics of the bicycle mania: "Bicycle riders 4,000,000, cost of wheels to riders \$300,000,000, bicycle clothing by riders \$10,000,000, bicycle manufacturers 250, capital in factories \$60,000,000, tire factories 5, capital in tire factories \$8,000,000, manufacturers of sundries 500, capital in sundries factories, \$1,000,000, capital in retail establishments \$21,000,000; total capital invested in cycling \$400,000,000; employed in bicycle factories 75,000, employed in making sundries 50,000, employed in tire factories 3,000, retail dealers and repairmen 22,000, output of wheels for this year 1,000,000, output of tires for this year 3,000,000."



WE TOO SELL WHEELS

Temple Special

Very Highest Grade.

Superb High Grade.

Fast Mail

The Business Man's Wheel.

Messenger

Boy's Wheel.

LAMPLOUGH & McNAUGHTON

59 St. Sulpice St., MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

LOUIS DUPONT, pulp manufacturer, Pont Rouge, Que., has called a meeting of his creditors for the 21st inst.

Lewis M. Burns, painter, Yarmouth, N.S., has assigned.

Henry Head, general merchant, Cloyne, is in financial difficulties.

Gorman Bros., general merchants, Renfrew and Maynooth, have assigned to J. T. Tennant.

Joseph Letendre, general merchant, St. David (Yamaska county), Que., has assigned to Lamarche & Benoit.

Ingraham & McLean, general merchants, Sydney, N.S., are offering to compromise at 50c. on the dollar, payable in 3, 6, 9 and 12 months.

Louis Bouchard, wagon maker, Chicoutimi, Que., has assigned, and Paradis & Jobin have been appointed provisional guardians.

Holmes, Moore & Courtwright, manufacturers of staves, Inwood, have assigned to James Atkinson. The estate is one of the largest in Western Ontario, the assets being estimated in the neighborhood of \$100,000, and consisting of real estate, mills and machinery, staves and live stock. The land comprises 1,700 acres, and is valued at \$50,000 and mortgaged for \$31,000. The liabilities are said to be between \$60,000 and \$70,000.

At a meeting of the creditors of the Erie Iron Works, St. Thomas, held in London, it was decided to wind up the business. Mr. C. B. Armstrong was confirmed as assignee, and M. A. Gilbert and J. B. Davidson, of St. Thomas, and F. Harper, of Toronto, were appointed inspectors. The stock, machinery, etc., will be sold by auction on the 22nd inst.

CHANGES.

J. B. Pauze, hardware, Montreal, has sold out.

The Bowmanville Rubber Co. is applying for a charter.

S. P. Belley is starting a general store at Fraserville, Que.

L. A. Belanger is opening a general store in Fraserville, Que.

J. P. Tretrault is starting a hardware business in Montreal.

The Singer Hardware Co., of Montreal, is beginning business.

The Cataract Power Co., of Hamilton, has obtained a charter.

Joseph P. Deslauriers, general merchant, Fraserville, has been succeeded by A. E. Faucher.

Ulric Taillon, general merchant, St. Roch l'Achigan, Que., has been succeeded by Joseph Laurier.

A. W. Pope, lumber and manufacturer washing machines, Cookshire, Que., has started into business.

PARTNERSHIPS FORMED AND DISSOLVED.

Hyslop, Son & McBurney, wholesale and retail bicycles, have dissolved and the business is advertised for sale.

Lambert & Vezina, general merchants, St. Joseph Beauce, Que., have dissolved; business will be continued by N. Lambert in his own name.

Shaw & McGee, hardware, Hartland, N.B., have dissolved. W. L. McGee retires and J. T. A. Dibble has been admitted a partner under style of Shaw & Co.

SALES MADE AND PENDING.

R. W. Richardson, general merchant, Hartland, N.B., has sold out.

Pierre St. Jean, general merchant, Magog, Que., has had his stock sold at 60c. on the dollar.

FIRES.

The works of the Canadian Bridge and Iron Co., Montreal, have been damaged by fire.

The pattern shop of W. Buck, manufacturer of stoves and plows, Brantford, has been damaged by fire.

DEATHS.

Louis J. Herard, manufacturer, plated stove pipe elbows, Montreal, is dead.

WHAT PER CENT PROFIT?

A CORRESPONDENT of New York Hardware writes that journal as follows:

"In the June 25th issue of your excellent paper, page 25, we notice the question asked you by a manufacturer: 'What per cent. of profit an article would pay that costs 32c. and sells for 40c.?' and regret to notice that you give the answer as 25 per cent. We regret this answer, as it would be a misfortune for the retail hardware merchant to take that method of computing his profits, and, knowing that you have the interest of the retail merchants at heart, we do not believe you want to mislead them.

"In further explanation, will simply say that one of the first duties of a retail hardware merchant is to ascertain his cost of doing business, which is computed by condensing his expense account and comparing same with his sales; for instance, should he spend \$20,000 per year doing business, and he sold \$100,000 worth of goods, he would naturally figure that his expense of doing business was 20 per cent. This expense, of course, is figured on the selling price. Now, suppose this \$100,000 worth of goods cost him \$80,000, and he estimated that it cost him 20 per cent. to do his business, he would figure that if he added an average profit of 25 per cent., the net difference of 5 per cent. would pay him a satisfactory profit, but what is the result? Twenty-five per cent. on \$80,000 is only \$20,000, therefore he makes no profit on his business venture whatever.

"You will see from this there is only one safe way to figure profits, and that is based

from the selling price, and an article costing 32c. and sold for 40c. only pays 20 per cent. profit.

"The retail merchants should be educated to this fact, and they in turn should educate their salesmen. If they do, the results at the end of the year will be much more satisfactory to them."

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

PORTLAND**CEMENTS****Best English and Belgian Brands**

Calcined Plaster, Granite
Wall Plaster, Fire Bricks,
Fire Clay, Sewer Pipes, Flue
Linings, Flue Covers and
General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & CO.,
MONTREAL.

**NOW IS THE TIME TO SELL
CHURCH'S
Potato Bug Finish**
Ready for use dry.

WILLIAM HILL, AGENT,
327 St. James Street, **MONTREAL**

**"SAMSON" BRAND
PORTLAND CEMENT**

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—**Owen Sound Portland Cement Co.**
Or—**Shallow Lake, Ont.,**
John Lucas, 377 Spadina Ave., Toronto



VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
**Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**



**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.



**THE
McLEOD & HENRY CO.**
MANUFACTURERS OF
"FIRE BRICK"
IN ALL ITS BRANCHES - TROY N.Y.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

**ISLAND CITY
Floor Paint . .**
. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

ENGINEERING TOOLS AT POMPEII.

UNDER the title of "Things of Engineering Interest Found at Pompeii,"

Professor Goodman gave his inaugural lecture in the Engineering Department of the Yorkshire College, Leeds. The lecturer remarked that he had recently visited Pompeii, and was not only charmed by the great beauty of the works of the ancient Romans, but also by their extreme ingenuity as mechanics—in fact, it was a marvel how some of the instruments and tools they were in the habit of using could possibly have been made without such machinery as we now possess. After explaining the situation and destruction of Pompeii by showers of ashes and mud, not lava, as is usually supposed, in the year 79 A.D., Professor Goodman showed a series of about fifty lantern slides, prepared from photographs taken by himself in Pompeii last Easter. The streets, he explained, were used as waterways to carry off the surface water, and probably sewage, from the houses. The pavements were raised about a foot above the streets, and stepping stones were provided at intervals for foot passengers. The horses and chariot wheels had to pass between, and in many places deep ruts have been worn by the chariot wheels in the stone-paved streets. The water supply of Pompeii was distributed by means of lead pipes laid under the streets. There were many public drinking fountains, and most of the large houses were provided with fountains, many of most beautiful design. The amphitheatre, although a fine structure, capable of seating 15,500 people, was small compared with many in Italy. The bronzes found at Pompeii reveal great skill and artistic talent. The bronze brazier and kitchener were provided with boilers at the side and taps for running off the hot water. Ewers and urns have been discovered with internal tubes and furnaces precisely similar to the arrangement now used in modern steam boilers. Several very strong metal safes, provided with substantial locks, have been found. The locks and keys are most ingenious and some very complex. On looking at the iron tools found in Pompeii one could almost imagine he was gazing into a modern tool shop, except for the fact that the ancient representatives have suffered severely from rust. Sickles, bill-hooks, rakes, forks, axes, spades, blacksmith's tongs, hammers, soldering irons, planes, shovels, etc., are remarkably like those used to-day; but certainly the most marvelous instruments found are the surgical instruments, beautifully executed, and of design exactly similar to some recently patented and reinvented. Incredible as it may appear, yet it is a fact, that the Pompeians had wire ropes of perfect construction.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



COVERT MFG. CO.

WEST TROY, N.Y.

**Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.**

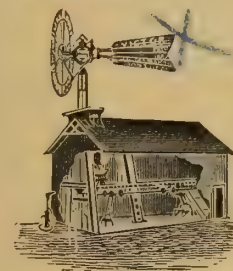


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

**All sizes of Hot Pressed
Nuts, Square and Hexagon**



WINDMILLS

House and all other kinds
of Pumps, Pump Cylinders
for deep bored wells.

Manufactured by

**THE NATIONAL
PUMP WORKS**

Send for prices. **Montreal**

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL Pig IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

**Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

TAPS AND DIES

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Anyone wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,
HESPELER, ONT.



WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR

W. & S. BUTCHER, Sheffield, England, Makers for over ONE HUNDRED YEARS of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their Brand as being the most perfect Extra Hollow Ground Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:



JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, July 17, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 00	
I.X.	6 25	
I.X.X., "	7 50	

J. R. & Co.—		
I.C.	5 00	
I.X.	6 25	
I.X.XI.	7 50	

Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
I.X.XX.	6 75	7 00
D.C., 12x17	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 10

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 25	
I.X., Terne Tin	7 50	
I.X., Orion	7 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
26 "	0 06½	
28 "	0 07½	0 07½
Allandale, I.C.	2 90	3 00
I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 30	
Hoop "	2 30	
Swedish "	4 00	
Sleigh Shoe Steel "	4 25	
Tire Steel "	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ nch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

18 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull, 52 sheets	2 30	
Half polished	2 25	2 35
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 3, 4, 5 p.c.; ¾ to 1 in. 70 p.c.; 1½ to 1½ in. 70 and 5 p.c.; 2 to 2½ in. 70 and 5 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades: Per 100 lbs.		
16 gauge	4 60	
17 to 20 gauge	3 95	
22 to 24 "	4 10	
26 "	4 35	
28 "	4 60	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ "	4 75	
" 5-16 "	4 00	
" ¾ "	3 75	
" 7-16 "	3 35	
" 1 "	3 25	
" 9-16 "	2 95	
" 1½ "	2 85	
" 2 "	2 75	

Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.		
English B. S., ton lots	0 13	
Lake Superior	0 11½	0 12

Boil or Bar.

Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches	0 20	0 22
" 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27
---	------	------

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04½	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03¾
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04½	0 04½
NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 cent. discount.		
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.		

Solder.

Bar half-and-half	Per lb.	Pe
Standard	0 12½	0 13
"	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	
Other makes, per lb.	0 08	

Anti-Friction Metal.

"Beaver" brand	Per lb.	\$0 20
----------------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	5 00
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Genuine	6 00	
" Decorative	5 75	
" No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto. James' genuine	5 75	
No.	5 25	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 25
Second qualities, per gallon	0 90	
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls. per cwt	2 75	
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb	0 10	
" 100 lb. drums	0 10	
Burnt Sienna, pure, per lb.	0 10	
" Umber, "	0 09	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 85	
Brown Japan, Turpentine, p.g.	1 30	
No. 1 Carriage, per gal	1 00	1 20
Gold Size Japan, "	2 10	2 15
Pure Orange Shellac	1 30	
Hard Oil Finish	1 40	
Oil Shellac	2 40	
White Shellac	2 40	

Linseed Oil.

Raw, per gal	0 51	0 52
Boiled, per gal	0 54	0 55
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels	0 40	
1 to 4 "	0 41	
Freight allowed. Price 3c. less Toronto		

Castor Oil.

In cases, per lb	0 06½	
Small lots	0 06¾	0 07

Cod Oil.

Cod Oil, per gal	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)		
Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A.J. clear	20 to 25	
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munna's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.		
B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½ lb. bags	per lb	1 00
Best thick brown or grey felt wads, in ½ lb. bags		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 99
Best thick white card wads, in boxes of 500 each, 10 gauge		0 35
Best thick white card wads, in boxes of 500 each, 8 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Thin card wads, in boxes of 1,000 each 8 gauge		0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—
 11 and smaller gauge 0 65
 9 and 10 gauges 0 75
 7 and 8 gauges 0 90
 5 and 6 gauges 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
 11 and smaller gauge 1 15
 9 and 10 gauges 1 40
 7 and 8 gauges 1 65
 5 and 6 gauges 1 90

Anvils.

Per lb. 0 10 0 12½
 Anvil and Vice combined, each 4 50
 Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
 Wilkinson & Co.'s Vices, lb. 0 09¾ 0 10

Augers.

Gilmour's, discount 50 per cent.
 Hollow Stearn's, per dozen 13 00 20 00
 Adjustable Stearn's, each 5 50 6 50
 Post-hole, Vaughan's, each 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled, per gross 3 60 730
 Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
 " Sewing, per gross, }

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
 Chopping Axes
 Black Prince 7 25 7 50
 Forest Clipper 7 25 7 50
 Lance 8 50 9 00
 Mann's 8 00 8 25
 Maple Leaf 9 50 10 00
 Hand Made 7 50 7 75
 Climax 8 00 8 25
 Phantom 8 25 8 50

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
 Copper, discount, 50 per cent. off revised list.
 Steel clad, 20 per cent. discount.

Bells.**Hand.**

Brass, 65 to 66½ per cent.
 Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargent's 5 50 8 00
 " Peterboro', discount 50 per cent.
 Cow.

American make, discount 55 per cent.
 Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
 Moulders', per doz. 7 50 10 00
 Blacksmiths', discount 65 per cent.

Belting.

Extra, 40 to 40 and 10 per cent.
 No. 1, leather, discount 55 to 55 and 10 p.c.
 Standard, 45 to 45, 10 and 10 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.
 Excelsior, discount 60 per cent.
 Rockford Common, 65 to 65 and 5 per cent.
 " Perfection, 50 and 10 per cent.
 Jennings' Gen., net list to 5 p.c. discount.

Car.

Gilmour's, 47½ to 50 per cent.
 Expansive.

Clark's, 20 per cent.
 Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
 Diamond, Shell, per doz. 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
 Mascott, " 1 35 1 85
 Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriage, dis. 60 p.c. off new list.
 Tire, dis. 60 per cent.

Stove, dis. 60 per cent.
 Elevator, dis. 35 to 40 per cent.
 Machine, dis. 55 and 5 p.c. off new list.
 Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

e, with augers, each 5 00 7 50

Braces.

Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets.**Shelf.**

Japanned Canadian, per doz. pairs 0 50 3 40
 Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
 Reversible, dis. 65 to 67½ per cent.
 Vegetable, per doz., dis. 37½ per cent.
 Henis, No. 8, " 6 00
 Henis, No. 9, " 7 00
 Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 4 23

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
 Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
 Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
 Bullards, per doz 6 50

Carpet Sweepers.

Bissell, per doz 22 50
 World, " 21 75
 Daisy, " 24 00
 Star " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
 Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
 Thorold, " 1 10
 Queenstown, " 1 10
 Napanee, " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
 White lump, per cwt 0 60 0 65
 Red, " 0 05 0 06
 Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
 Canadian, dis. 35 to 40 per cent.
 Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.

Clamps.

Judds', dis. 20 per cent.
 Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
 Side 3 60 4 00
 Enterprise, No. 0 1 35
 " No. 2 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
 Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
 Coil, per doz 0 88 1 60
 English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
 Canadian, dis. 25 to 35 per cent.

Drills.**Hand and Breast.**

Millar Falls, per doz. 16 00 51 50
 F. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
 Standard, dis. 17½ to 50 per cent.

ELBOWS.**Stovepipe.**

doz 90 1 75

FAWCETS.

Cork Lined, per doz. 0 30 0
 Wine, per doz. 1 30 3 25
 Star, " 2 80 3 90
 Penn's Corkstops, No. 2, per doz 1 70
 Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Black Diamond, 50 and 10 to 60 per cent.
 Kearney & Foote, 60 and 10 per cent.
 Nicholson File Co., 50 and 10 per cent.
 Heller's Horse Rasps, 45 per cent.
 Jowitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis. 60 to 60 and 10 p.c., revised list.

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.
 Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
 Enterprise, dis. 10 per cent.
 Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.	Box Price*	Per 100 ft.	Per 50 ft.
Double Diamond	Per 100 ft.	Per 50 ft.	Per 100 ft.
1st break	2 50	2 10	2 50
2nd "	2 30	2 10	2 30
3rd "	2 30	2 10	2 30
4th "	2 30	2 10	2 30
5th "	2 30	2 10	2 30
6th "	2 30	2 10	2 30
7th "	2 30	2 10	2 30
1st break	1 20 to 25	1 40 to 1 45	1 20 to 25
2nd "	1 40 to 25	1 40 to 1 45	1 40 to 25
3rd "	1 40 to 25	1 40 to 1 45	1 40 to 25
4th "	1 40 to 25	1 40 to 1 45	1 40 to 25
5th "	1 40 to 25	1 40 to 1 45	1 40 to 25
6th "	1 40 to 25	1 40 to 1 45	1 40 to 25
7th "	1 40 to 25	1 40 to 1 45	1 40 to 25
1st break	1 40 to 25	1 40 to 1 45	1 40 to 25
2nd "	1 40 to 25	1 40 to 1 45	1 40 to 25
3rd "	1 40 to 25	1 40 to 1 45	1 40 to 25
4th "	1 40 to 25	1 40 to 1 45	1 40 to 25
5th "	1 40 to 25	1 40 to 1 45	1 40 to 25
6th "	1 40 to 25	1 40 to 1 45	1 40 to 25
7th "	1 40 to 25	1 40 to 1 45	1 40 to 25

Pilkington.
 1st break 2 70
 2nd " 2 90
 3rd " 3 10
 4th " 3 40
 5th " 3 65
 6th " 4 15
 7th " 4 68

Picture Glass.

Pilkington's Ordinary.
 1st break 4 40
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 70

GLUE POTS.

lined, each 0 30
 Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.**Nail.**

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz. 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axe, per doz., 5 p.c. rev. list.
 Store door, per doz 1 00 1
 Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
 Socket Firmer, per gross 3 25 8 00
 Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
 " Shepard's Noiseless, dis. 60 per cent.
 " Buffalo, dis. 60 to 70 p.c.

Light T and strap, 70 and 5 to 70 and 10 p.c.

Heavy, per lb 0 03¾ 0 04¾

Screw hook and hinge—

6 to 10 in., per lb. 4 00

12 in. up, per lb. 3 00

Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis. 50 to 60 per cent.

Spring 1 00 3 50

" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc., dis. 60 p.c. 1896 list.

Planter, per doz 4 00 4 50

HOOKS.**Cast Iron.**

Bird Cage, per doz 0 50 1 10

Clothes Line, per doz 0 27 0 6

KNIVES.			PLANE IRONS.			SCRAPERS.			SWEDS, upholsterers', American (1 to 6 oz.)		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.	2 00	5	Box, per doz.	2 10	4 50	Sweds, upholsterers', American (8 to 24 oz.)	66 3/4	35
Hay knives, spear point, L or T handle, 60 to 90 and 10 per cent.			PLIERS AND NIPPERS.			Foot, "	0 40	3 50	Sweds, carpet, gimp, lace brush, blued and tinned.	40	35
Lightning, per doz.	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			SCREENS.			Zinc tacks and nails	60	30
Heath's, 52 1/2 p.c.			Button's Imitation, per doz.	5 00	9 00	Window, patent, per doz.	3 50	4 50	Leather carpet tacks	60	30
LADLES.			German, per doz.	0 60	2 60	Door, per doz.	8 75	9 00	Trunk nails, black and tinned	65	66 3/4
Melting, per doz.	1 70	4 50	PLUMBS AND LEVELS.			SCREW DRIVERS.			Cigar box nails	45	10
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			Sargent's, per doz.	0 65	4 00	Lining nails in papers.	10	15
Porcelain lined, per doz.	2 20	5 60	POPPERS.			SCREWS.			" " in bulk	15	42 1/2
Galvanized, "	1 87	3 85	Corn, square, per doz.	1 35	2 00	Wood, F. H., iron, and steel, dis. 80 & 10 p.c.			" " solid heads, in bulk.	42 1/2	10
King, wood, "	2 75	2 90	PRUNING SHEARS.			" F. H., brass, dis. 77 1/2 and 10 p.c.			Saddle nails in papers.	10	15
" glass, "	4 00	4 50	Per doz.	4 00	5 50	" R. H., " dis. 72 1/2 and 10 p.c.			Tinned capped trunk nails	15	15
All glass, "	1 20	1 30	PULLEYS.			Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.		
LINES.			Hothouse, per doz.	0 55	1 00	Bench, wood, per doz.	3 25	4 00	TAPE LINES.		
Fish, per gross.	1 05	2 50	Axle	0 22	0 33	" iron, "	4 25	5 75	English, ass skin, per doz.	2 75	5 00
Chalk, "	1 90	7 40	Screw	0 27	1 00	SCYTHES.			English, Patent Leather	5 50	9 75
LOCKS.			Awning.	0 35	2 50	Discount, 60 p.c. revised list.			Chesterman's, each	0 90	2 85
Canadian, dis. 50 p.c.			PUMPS.			Canadian, dis. 40 to 45 p.c.			" steel, each	0 80	8 00
Russell & Erwin, per doz.	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			SHEARS			THERMOMETERS.		
Cabinet, "			Pitcher spout, 70 to 70 and 5 p.c.			B. & W., japanned, dis. 75 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.		
Eagle, dis. 40 to 42 1/2 p.c.			Canadian cistern, 60 to 62 1/2 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			THIMBLES.		
Padlock.			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			Seymour's, dis. 60 p.c.			Asbestos, filled, per doz., 35 to 40 p.c.		
English and Am., per doz.	0 50	6 00	PUNCHES.			Etna, dis. 75 to 75 and 10 p.c.			TIES.		
Scandinavian, "	1 00	2 40	Saddlers', per doz.	1 00	1 85	Heinisch, dis. 60 p.c.			Cow, per doz.	1 25	2 5
Eagle, dis. 15 to 17 1/2 p.c.			Conductors, "	9 00	15 00	" N.P., dis. 70 p.c.			TINNERS' TOOLS.		
MALLET.			Tinners' solid, per set.	0 00	0 72	Clauss, full nickel, 60 p.c.			P. S. & W., net list.		
Tinsmiths', per doz.	1 25	1 50	" hollow, per inch.	0 00	1 00	" japanned handles, 67 1/2 p.c. off.			Canadian, 35 to 37 1/2 per cent.		
Carpenters', hickory, per doz.	1 25	3 75	PUTTY.			Seymour or Heinisch tailor shears, 15 p.c.			TINWARE.		
Lignum Vitae, per doz.	3 85	5 00	Bladder, per lb.		0 17 1/2	Sliding door, per set.	0 77	1 40	Stamped, dis., Assn. list, 80 per cent		
Caulking, each	1 60	2 00	Tins, lbs.	2 50	2 75	SHOVELS AND SPADES.			Japanned, prices on application.		
MATTOCKS.			RAIL.			Canadian, dis. 42 1/2 p.c. special brands net price.			Pieced, prices on application.		
Canadian, per doz.	8 50	10 00	Barn door, per foot.	0 03	0 03 1/2	SIEVES.			TRANSOM LIFTERS.		
MEAT CUTTERS.			Sliding door, "	0 03 1/4	0 03 1/2	Wood rim, black, per doz.	1 05	1 10	Payson's, per doz.		2 60
Enterprise, American, dis. 25 p.c.			Lanes,	0 03 1/2	0 03 3/4	" tinned, "	1 25	1 35	TRAPS. (Steel.)		
MINCING KNIVES.			RAKES.			Tin rim, per doz.	2 30	2 45	Game, Newhouse, dis. 33 1/2 to 35 p.c.		
American, per doz.	0 42	2 35	Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.			" black, "	1 80	2 25	Game, H. & N., P. S. & W., 62 to 60.10.		
MOLASSES GATES.			Wood, 25 per cent.			SNAPS.			Game, steel, 70 to 70 and 5 p.c.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			RAZORS.			Harness, German, dis. 35 to 37 1/2 p.c.			Mouse, per doz.	0 35	1 50
NAILS.			Geo. Butler & Co.'s, per doz.	8 00	18 00	Acme	3 00	5 00	Rat, per doz.	1 40	6 00
Cut Nails (Iron)—			Bakers, "	7 50	11 00	Lock, Andrews'	4 50	11 50	TROWELS.		
1. Either Canada or American pattern—			Wade & Butcher's, "	3 60	10 00	SOLDERING IRONS.			Disston's, discount 10 per cent.		
Basis—50 to 60 dy.	2 75		Arbenz's, "	9 00	18 00	Per lb.	0 00	0 24	German, per doz.	4 75	9 00
40 dy.	2 80		Theile & Quack's, "	7 00	12 00	WROUGHT SPIKES.			Brade's	5 00	10 50
30 dy.	2 85		RAZOR STROPS.			Discount, 20 per cent.			D. & S., discount 35 per cent.		
20, 16, and 12 dy.	2 90		Currier's, per doz.	1 25	3 60	SPOKE SHAVES.			Butter, per doz.	6 25	9 00
10 dy.	2 95		RIVETS AND BURS.			Wood, English	1 8	5 00	TWINES.		
8 and 9 dy.	3 00		4 mos. or 3 per cent. cash 30 days			Iron, American.	1 35	2 35	Bag, Russian, per lb.		0 21
6 and 7 dy.	3 15		Copper rivets, dis. 50 per cent.			SPOONS AND FORKS.			Wrapping, mottled, per pack.	0 60	0 60
2. American pattern only—			Iron " dis. 55 and 10 per cent.			Tea spoons, per gross	7 50	12 00	Wrapping, cotton, per lb.	0 17	0 18
3 dy (lath).	3 75		Tinned and black rivets, 55 per cent.			Dessert, "	21 00	00 09	Matress, per lb.	0 33	0 45
3. Canada pattern only—			Burs, iron or steel, 50 and 10 per cent.			Table, "	30 00	30 00	Staging, "	0 27	0 35
From 4 to 5 dy.	3 25		Terms, 4 mos. or 3 per cent. cash 30 days.			Dessert Forks, "	24 00	00 00	Broom, "	0 30	0 55
3 dy (lath).	3 65		RIVET SETS.			Medium " "	27 00	00 00	VISES.		
3 dy, A.P. fine.	4 35		Canadian, dis. 30, 35 per cent.			Table " "	36 00	00 00	Hand, per doz.	4 00	6 00
Car lots 10c. less. Rebate of 5 per cent. to retailers.			ROPE.			SQUARES.			Bench, parallel, each	2 00	4 50
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-egg lots prepaid to maximum of 25c. per 100 lbs.			7-16 in. and larger, per lb.	6 1/4	00 9	Iron, per doz.	1 65	2 90	Coach, each.	6 00	7 00
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kgs or more			1/4, 5-16, 3/8 in.	7 1/4	00 9 1/2	Steel, dis. 65 to 65 and 10.			Peter Wright's, per b.	0 12	0 13
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			Cotton	15	17	Try and bevel, dis. 50 to 52 1/2 p.c.			Pipe, each.	5 50	9 00
NAIL PULLERS.			Russia Deep Sea	00	13	STAPLES.			Saw, per doz.	6 50	13 00
German and American.	1 85	3 50	Jute	6 1/4	7 1/2	Fence, galvanized	0 03 1/2		WASHER CUTTERS.		
NAIL SETS.			RULES.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			Per doz.	4 00	8 50
Square, round, and octagon, per gross.	3 38	4 00	Boxwood, dis. 80 and 5 to 10 p.c.			STOCKS AND DIES.			Washers " Iron, " 40 per cent., 4 months or 3 per cent.		
Diamond	12 00	15 00	Ivory, dis. 37 1/2 to 40 p.c.			American, dis. 25 p.c.			WELL WHEELS.		
NETTING.			SAD IRONS.			STOVE POLISH			Amer., per doz., 8, 10 and 12 inch.	3 38	6 00
Poultry, 65 and 10 to 70 per cent.			Mrs. Potts, per set.	0 65	1 00	gross. 1/4 gross. doz.			WIRE.		
OIL.			N.P., per set.	0 00	1 90	Scientific Stove Pipe			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Canada refined oil (Toronto).	0 16	0 16 1/2	SAD HEATERS.			Varnish.	9 00	2 50	Copper Wire, 10 per cent. rev. list discount.		
Carbon safety	0 18	0 00	Dome, Shepard's, per doz.	4 75	5 00	Scientific Stove Paste			Annealed, annealed and oiled, galvanized		
Canada w. w.	0 18	0 00	SAND AND EMERY PAPER.			(5 lb pails) 60c. each.		6 00	20 per cent. discount.		
American w. w.	0 00	0 21	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Furniture			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
Pratt's Astial.	0 00	0 22	Emery, per quire.	0 55	0 90	Polish.	12 00	1 25	Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.		
OILERS.			SASH CORD.			Scientific Carriage Top			Broom Wire, per lb.	0 05 1/2	0 06
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50	Per lb.	0 22	0 50	Dressing, 1/2 pints.		3 50	Clothes Line Wire, 19 gauge, per doz. coils		3 95
Zinc and tin, dis. 50, 50 and 10.			SASH LOCKS.			Dressing, pints.		1 50	WIRE FENCING.		
Copper, per doz.	1 25	3 50	Triumph and Morris, dis. 37 1/2, 40 per cent.			Scientific Enamel Paints	7 50	2 00	Galvanized, 2 barb, 2 1/2 and 5 inches apart		3 00
Brass,	1 50	3 50	Kempshell's, dis. 40, 62 1/2 per cent.			STONE.			Galvanized, 4 barb, 4 and 6 inches apart		3 00
Malleable, dis. 25 per cent.			Canadian, dis. 45, 50 per cent.			Washita, per lb.	0 28	0 50	Galvanized, plain twist, all delv'd.		3 00
PAIIS.			SASH "LIGHTS.			Hindustan, "	0 06	0 07	Plain twist.		3 00
Galvanized, per doz.	2 25	3 30	Sectional, per 100 lbs.	1 40	1 50	" slips, per lb.	0 09	0 09	Steel Staples	0 90	3 00
PENCILS.			SAWS.			Labrador, "	0 00	0 13	Terms, 60 days, or 2 per cent. in 30 days		
Dixon's, per gross.	1 00	4 25	Crosscut, McMillan & Haynes, per dozen.	0 40	0 70	" Axe, "	0 00	0 15	Freight prepaid of 1,000 lbs. or over.		
" Carpenter.	2 25	3 60	" Empire, McMillan & Haynes, per ft.	0 00	0 70	Turkey " "	0 00	0 50	WIRE CLOTH.		
PICKS.			Hand, Disston's, dis. 12 1/2 to 15 p.c.			Arkansas " "	0 00	1 50	Ordinary, discount 25 per cent.		
Per doz.	6 00	9 00	Crosscut, Disston's, per ft.	0 35	0 55	Water-of-Ayr " "	0 00	0 10	Painted Screen, per 100 sq. ft.	1 50	
PICTURE NAILS.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			Seythe, per gross.	3 50	5 00	WRENCHES.		
Porcelain head, per gross.	1 65	3 00	Hack, complete, each.	0 75	2 75	Grind. per ton.	15 00	18 00	Acme, 35 to 37 1/2 per cent.		
Brass head,	0 40	1 00	frame only.	0 00	0 75	TACKS, BRADS, ETC.			Agricultural, 70 and 10 to 75 per cent.		
PLANES.			SAW SETS.			Cheese-box tacks, blue		66 3/4	Standard, dis. 60, 60 and 10 per cent.		
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			" Lincoln, McMillan & Haynes, per doz.	0 00	7 50	Trunk tacks, black		60	Coe's Genuine, dis. 32 1/2 to 35 per cent.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			Whiting.	6 87	7 00	" tinned		66 3/4	Diamond, dis. 33 1/2 to 35 per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.			SCALES.			B.B.E. iron carpet, blued		66 3/4	Towers' Engineer, each	2 00	3
Miscellaneous, dis. 25 per cent.			Gurney Scales, 50 p.c.			" B.B.E. iron carpet, bright or blued (in kegs)		30	S., per doz.	5 80	7 00
Bailey's Victor, 25 per cent.			B. S. & M. Scales, 50 p.c.			" B.B.E. cut tacks (in bulk)		50	G. & K.'s Pipe, per doz.		6 00
			Champion, 60 per cent.			" (in dozens, 1 to 6 oz.)		45	Burrell's Pipe, each		3 40
						" (in dozens, 8 to 24 oz.)		30	Pocket, per doz.	1 25	
						" 1/4 weights		40			
						" tinned		45			
						Swedes, cut tacks, genuine, blued and tinned.		52 1/2			
						Swedes, upholsterers', genuine		50			

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes

Lumbermen's Hip Boots

Lumbermen's Knee Boots

Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C. R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

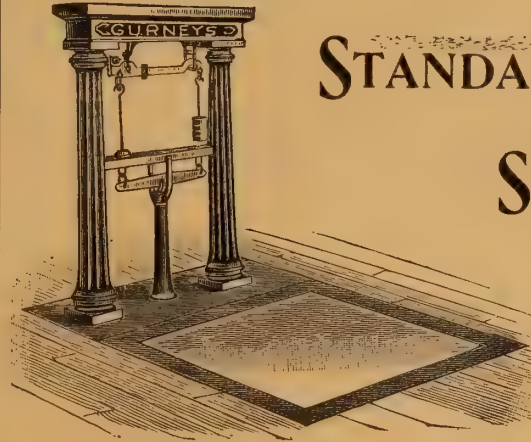
ESTABLISHED 1856

REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF



STANDARD

SCALES

Hamilton, Ontario.

DON'T
PRO-
CRAS-
TI-
NATE.

But equip your
Warehouse with our
Indurated Fibreware,
Round Bottom
FIRE PAIL.

To-morrow may be
too late !



318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg;
James Mitchell, Victoria and Vancouver. Permanent
agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT ST. WEST, TORONTO.

No Plumbers Need Apply

For contracts and fail to secure them if they consult us. We are here to help you and thereby help ourselves. For your convenience we have spared no expense to establish a Sanitary Plumbing Showroom, containing model bathrooms, etc., etc., to which you may bring your customers and demonstrate the working of each bath and closet combination under water pressure.

By paying our sample-room a visit we feel satisfied you will appreciate our efforts to obviate the necessity of worrying over the too often dense specifications handed you. Bring your customers here—we place this room at your entire command—and you will have no difficulty in securing their orders.

Asbestos Packing
Brass Goods (all descriptions)
Baths (Porcelain, Steel-Clad and Copper)
Boiler Range (Galvanized, Copper and Iron-Clad)
Block Tin Pipe
Earthenware (all kinds)
Fittings (Malleable)
Fittings (Cast Iron)
Fittings (Soil Pipe)
Gasoline Hair Felt
Hose (Rubber and Cotton)
Iron Pipe (Wrought)
Iron Pipe (Cast)
Lead (Sheet, Pig and Bar)
Lead Traps Lead Pipes
Oakum Pumps
Sinks (Steel and Cast Iron)
Soil Pipe Solder
Tools (all descriptions)

TELEPHONES 819, 1511

The JAMES ROBERTSON CO. Ltd. 263-285 King Street West **Toronto**

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JULY 25, 1896

No. 30



MAGNOLIA
METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street New York

Cutlery..

See our samples for Fall Importation.
Good patterns, good quality, good value.
Specially attractive lines in Carvers, with
or without Cases, and Ivoride Table and
Dessert Knives.

A. C. Leslie & Co., Montreal

Western Representative: R. A. Baines, 28 Front St. E., Toronto

Canada's Largest Radiator Manufacturers.

A TRUTH WORN OUT—

by reiteration becomes electrified into new life
when we say that Safford Radiators are to-day the
best selling apparatus and that they are giving
the best results and we guarantee every heater
to contain the surface claimed.

“Safford”
KING OF
Radiators

THE ONLY RADIATOR MADE

Without Bolts.

Without Mechanical Defects.

We challenge contradiction of our claim.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited
.. Toronto, Ont.



Savage Hammerless Sporting Rifle

DESCRIPTION OF SYSTEM, MODEL 1895.

RICE LEWIS & SON, Ltd. *Canadian Agents* **TORONTO**



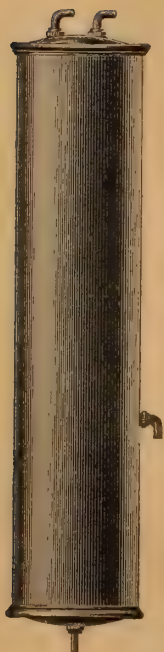
- A—Finger-Lever.
- B—Catch on Automatic Cut-off.
- C—Automatic Cut-off.
- D—Breech-opening.
- E—Breech-Bolt.
- G—Magazine Carrier.
- H—Projection or Receiver for Finger-Lever.
- K—Sear.
- L—Retractor.
- N—Hammer.
- P—Sear Screw.

- R—Trigger.
- S—Trigger Safety Projection.
- U—Recoil Shoulder.
- V—Trigger and Lever Lock.

WRITE FOR CATALOGUE.

Resisto

Copper Range Boilers



Patented.

If you wish to keep
pace with the age,
use Copper Boilers.

The Booth Copper Co., Ltd.

TORONTO

FALL GOODS



Galvanized
and
Japanned

Coal Hods

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JULY 25, 1896

No. 30

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE IRON DUTIES.

WHEN the Government comes to revise the tariff, as it proposes to do, early next year, the most difficult task will be in regard to the iron duties. Everyone agrees to that.

There are so many interests that clash that the task must necessarily be a difficult one. As the tariff stands to-day, it unquestionably burdens an industry here and there. In fact, you can find some spot where the wisest of laws chafe.

The tariff as it stands to-day in relation to iron was no doubt framed to the best of the ability of those who had the task in hand. Whatever defects it may have are no doubt the result of inability of its framers to do better. The trouble in regard to tariff re-arrangements is that the chief hand in the work is more often a theorist than a practical man. In other words, the work is seldom done by a practical business man on practical business principles.

The ideal tariff on iron is that which, while it will prove helpful to the producer of pig iron, will not be burdensome to the manufacturer whose raw material the pig iron is. We can seldom obtain the ideal in anything, but there is no reason why we

should not try to secure it in regard to the iron tariff as well as in other mundane matters.

No matter what may be our views as to the relative merits of free trade and protection in the concrete, this much we think the most of us at least will readily admit, namely, that in this age and generation, particularly, an iron industry in a young country like Canada requires some assistance either in the way of bonuses or protection against foreign competition. Where the chief difference of opinion lies is in regard to the limit of this assistance.

Whatever inequalities exist in the iron duties will not be removed by transferring them from the shoulders of one interest to those of another. To ascertain how the desideratum can be secured is the difficult task. But it is not an impossible one. The thing necessary is to go about it in a proper way. And the proper way is by the appointing of a commission of practical business men to investigate and report before Parliament meets for the revision of the tariff.

The investigation will of necessity have to be of the minutest character on account of the difficulty of securing a nicely balanced tariff; and unless the investigation is made by men who understand the questions at issue we cannot expect to have a tariff of the character desired.

The Government is, no doubt, desirous of dealing justly with all parties interested in the iron tariff. **HARDWARE AND METAL** has been assured by a gentleman in the confidence of the Government that in adjusting the duties on iron the greatest care will be taken to prevent, in the re-adjustment, the maiming of any industry.

Sometimes, however, evil is wrought where good is intended. But **HARDWARE AND METAL** is sure that such will not be the case in the re-adjustment of the iron duties if the work is done on a business basis.

REMODELING OF THE TRADE RETURNS WANTED.

CANADA'S foreign trade for the fiscal year ending June 30th last aggregated \$228,728,312. Of this \$118,140,504 was exports and \$110,587,808 imports. These figures are compiled from the monthly returns and are, of course, subject to revision.

There is not much to be said about the imports. They are smaller than they were last year by nearly \$200,000, and reflect the conservatism which has characterized our importers during the past fiscal year.

If the figures regarding the exports are correct, they show that our sales to foreign countries last year were, with one exception, larger than at any time since Confederation. Compared with 1895, they are about five millions larger.

Curiosity as to the articles which have contributed to make this increase cannot be satisfied at the moment. We can look back over the monthly returns and get a general idea as to whether the products of the mine, the forest, the field, etc., have contributed most to the increase. But we can get no detailed statement. We must wait till the Trade and Navigation Returns for the fiscal year are brought down. Frequently we have to wait six or seven months after the close of the year for these. In the present instance, in view of the summer session of the House, we shall in all probability receive them much earlier than usual.

During the past few years there has been a decided improvement in the methods of the Government in furnishing the public with returns regarding the foreign trade of the Dominion. The monthly returns are better and the quarterly returns issued by the Department of Trade and Commerce during the past year or two have proved most valuable, giving as they do, not only trade figures, but agents' reports and Customs changes in foreign countries. But still there is great room for improvement.

What people are most interested in securing in regard to our foreign trade is infor-

mation as to our exports. Every month we can learn the value of the exports under the headings: mines, manufactures, forest, etc. But as to the various articles that come under these several headings, we are in the dark till, as a rule, several months into the next fiscal year.

This is as annoying as it is unsatisfactory. In the United Kingdom and in the United States the public is from month to month in possession of a detailed statement of the exports.

Canada should be placed in the same position, and it is to be hoped that the new Minister of Trade and Commerce will give the matter his attention and hereafter see that the monthly and quarterly returns contain a detailed statement of the exports as well as of the imports.

TWENTY-FIVE BICYCLE FAILURES.

A REPRESENTATIVE of a well-known bicycle manufacturer in the United States, who was in Toronto a few days ago, is authority for the statement that within the past month there have been more than twenty-five failures among the bicycle makers in that country.

The failures, he asserted, are entirely among the concerns which are of recent origin. "The old makers," he explained, "got to work early in the season and took their contracts and completed them before March 1, while the new firms were not able to get their machines on the market till May, when the manufacturers' trade was virtually over for the season. This is no doubt the cause of the failures, for these new firms found themselves with large stocks on hand which they could not realize upon. Firms who have been in the business for some time feel that before next season these bankrupt stocks will have been disposed of, and that next spring will open up in good shape.

"As far as prices are concerned the manufacturers in the United States do not expect that first-class wheels will be sold at very much less money than at the beginning of the present season.

"The manufacturers in the States recognize that if they are to do business in Canada they will have to establish factories in this country."

HARDWARE AND METAL has been informed that the Johnson Cycle Works, of Fitchburg, Mass., are already thinking of locating in a town not far from Ottawa.

SHELLAC DOWN TEN CENTS.

There has been a sharp decline in shellac in Montreal this week, sales of orange being freely made at \$2 and white shellac at \$2.25. This is a drop of 10 to 15c. per gallon.

GOLD MINE INVESTMENTS.

IN the money that is being made in the revival of the gold mining industry in Canada just now, Canadians occupy the humiliating position of seeing by far the greater part of it going into the pockets of American and English capitalists.

They have themselves to blame for it. The assertion often made, that what Canada needs is more capital, can scarcely stand as a plea as long as there is capital in this country going abegging for investment.

We can stand a great deal more capital in the country, and the more foreign we have the better. But it is not so much the want of capital as the want of nerve that afflicts Canadians in regard to mining ventures.

True, they are now waking up. But it is only after they began to see foreigners carry away the spoils. Shrewd and sharp Canadians, who twelve months ago laughed when gold mine stocks were mentioned to them as an investment, are now falling over each other in their eagerness to secure that which such a short time ago they professed to hold in derision.

It is not every mining venture that proves a fortune-maker for its promoters. There is always a certain amount of uncertainty attached to the most promising mining properties. But what is there not uncertainty about? There is certainly uncertainty about every business venture that a man embarks into. The large number of those who go into business who fail proves it. No man going into business can guarantee that he will make 5 per cent. on the capital invested. But in spite of the uncertainties which attend business, men are branching into it every day.

Then there are bank and railway stocks, wheat, pork, and other similar objects for speculative ventures, which great numbers of Canadians are launching continually into. And yet every ordinary newspaper reader knows that the fluctuations in the prices of these are nearly always the result of manipulation. During the last few days thousands of dollars have been lost by Canadians on foreign stocks, notably Commercial Cable.

Now, with mining property there is not this same manipulation. There has been, and no doubt still is, crooked work going on in regard to mining matters. But we are dealing with mining properties which are being controlled by men who have both reputation and capital. And in Canada to-day many of the best men of the country are interesting themselves in the promotion of our gold mining industries.

Men should not go into mining with their

eyes shut any more than into any other venture.

In going into mining ventures in Canada there is no need for any man to do so blindly. It has been established beyond peradventure that within Canadian territory to-day are gold fields the equal of those in any other part of the world, the far-famed South Africa not excepted. Indeed it has been maintained, and by those who base their opinion on what they have actually seen, that Canada occupies the premier position in this respect.

Some of the holders of rich gold lands in British Columbia to-day sold all they had in order that they might become possessed of promising properties, so great was their faith in possibilities of that which they had set their eyes upon. And the men of this great faith were as a rule Americans.

Such recklessness, however, is not to be commended. No man is wise in putting all his eggs into one basket. Nor should business men weaken their capital to engage in outside ventures. But there are in Canada to-day thousands of men who have money lying unemployed who can probably find no more promising field for investment than by purchasing shares in one or more of the reputable concerns that are now on the market. And in doing this they will be helping to develop the country as well as increasing their own opportunities for acquiring wealth.

The great trouble with mining ventures in the past is that there was not sufficient capital invested to develop them to a paying point. The risk in this particular no longer exists, at least to the same extent. The custom now is to form joint-stock companies with ample capital to work the claims.

Gold mining in Canada has a bright future before it and Canadians will have themselves to blame if foreigners get the lion's share of the resultant.

CUTTING ON LINSEED OIL.

There have been considerable receipts of linseed oil landed at Montreal during the week. As a result, though values for small lots are not quotably changed, they have an easier tendency.

For round lots sellers are quite willing to shade prices, and have done so, sales of raw being noted at 48c, and boiled at 51c. It is understood that some 400 packages in the aggregate changed hands on the above basis.

PARIS GREEN CARRIED OVER.

The paris green season is now nearly over. While it has been a good one for the manufacturers and a few jobbers, the actual consumptive demand has been away behind last summer. The fact that there were few

bugs in the country, and none at all in some sections, fully explains this.

Last season the consumptive demand was heavy. As a result jobbers and dealers generally were sold completely out of the article toward the end of the season.

When the present one opened they had none on hand, and, expecting a good demand, bought pretty heavily. As a result of this, and the fact that demand from third hands was light, quite a quantity of paris green will be carried over this season.

NARROW PROVINCIALISM.

NEWSPAPERS that cannot see beyond the provinces in which they are nurtured are engaged in throwing off column after column of complaint at the representation of their respective provinces in the new Cabinet of the Dominion.

They are above this kind of thing in Great Britain; they are above it even in the United States. Let us in Canada be above it. We will never be an united people till we are. And until we are an united people we cannot be a nation in its full sense.

When capitalists organize a company and place a manager in position, they do not demand that, in employing his subordinates, there shall be an equal number drawn from English, Irish, Scotch and French. No, all they require is that these subordinates be employed because of their peculiar fitness for the positions they are called upon to fill.

The work of governing Canada must be done on business lines if it is to be governed efficiently. And if, in the pursuance of this principle, it is necessary that more men should be drawn from one province than in the eyes of the provincialites seems proper, go ahead, say we. This country requires a Cabinet such as will be fitted to rule it in the best possible way. That is what our concern should be for.

Provincialism has been the "accursed thing" within the camp of the Dominion ever since it was formed. Let the business common sense of the country, let the loyal people of the Dominion, drag it without the camp and bury it deep under the stones of their disapproval.

Criticise the Cabinet as to its ability, but let us stop this childish, senseless, narrow criticism bred of jealous provincialism.

Provincialism breeds provincialism: It is nationalism we want to breed.

FOR YOUR SPORTSMEN CUSTOMERS

Every sportsman likes to have all the details in regard to his shooting. The kind of game and the number are of great interest to him, as are also the place and date. The Smokeless Powder Co. have issued a small blank leaflet, ruled ready for this information to be inserted. Send for some to 30 St. Sulpice street, Montreal. Your customers will appreciate them.

DROPS FROM THE EDITOR'S PEN.

Persistency prys open the portals of prosperity.

A town is usually what its business men make it.

Penuriousness in business is a costly weakness.

Position isn't everything—in advertising, at any rate.

The business man should always have his head with him.

Carelessness is one of the unpardonable sins of business.

Hard work is a great thing for polishing off the "blues."

The crowning of silver king would mean the enslaving of trade.

Straight but narrow is the road which leads to Business Success.

Beat your competitor if you can, but if you can't do not elbow him.

It is brains, not muscle, that count for most in the battle of commerce.

A merchant must be a student of his business before he can be a master of it.

Men suddenly made rich, like plants which grow too rapidly, are top-heavy.

There is an earthenware trust in the States. Some one ought to give it a crack.

A disobliging clerk is an excrescence which the sooner swept out of the store the better.

If your business is sinking and you know not why, get in an expert and trace up the leak.

The store window that is not an attraction to customers ought to be a detractor to the merchant.

The right to be a competitor does not embrace the right to be your competitor's executioner.

The way in which a merchant sells his goods is often governed by the way in which he buys them.

People do not appreciate a bad-looking "ad." any more than a man does a bad-looking woman.

Man—the merchant man particularly—is made up of queer contradistinctions: Strangers

whom he would not trust with his watch he will scarcely hesitate to trust with his goods.

It is all very well for a merchant to know himself, but if he does not know his business success will not know him.

A business that is not constructed on true business principles, like a house built on a bad foundation, will collapse.

Clerks will help themselves as well as their employers by studying how to advertise as well as learning how to sell goods.

The great problem with a good many merchants is not so much how to sell goods as how to get paid for them when they are sold.

Sharpness alone is a poor thing to depend upon for cutting one's way to success in life; for in the cutting the edge is sure to become blunt.

Many a vessel has gone to the bottom because the leak which sent it there was not discovered soon enough. It is the same with business.

The commercial traveler has a kindly feeling towards the advertisement because he knows that it can always be trusted to help him sell goods.

To be consistent, merchants who denounce departmental stores for cutting prices should see to it that they themselves do not do the "accursed thing."

If you have conceived an idea bring it forth. Excellent as an idea may be, it is of no value as long as it is treasured up in the womb of oblivion.

One thing is certain: the merchant who sells his goods below cost does not become possessed of one ounce more of his customers' respect than he had before.

It is a good thing for a clerk to know when to speak and when to keep his tongue quiet. And the knowledge necessary in order to do these things is only acquired by observation.

The man who sticks too close to business may gather dollars, but he does not gather energy; and when his supply of energy runs out his dollars will also begin to percolate through his pockets.

The man in business who was not designed for business, may with perseverance fashion himself to his duties, but what an amount of energy must needs be spent in the process that should have been spent in fashioning and shaping business instead of fashioning and shaping himself for the position in which he chose to place himself!

THE MINES OF BRITISH COLUMBIA.

EDITOR HARDWARE AND METAL.

I HAVE just returned from a sojourn of a few weeks in the mining districts of British Columbia. Believing, as I do, that no other question to-day is of nearly so much importance to the people of Canada as that of the development of the mineral wealth of that province, and finding a fast-increasing interest in it on the part of those with whom I have come in contact since my return, I feel that a word from me, based on what I saw whilst there, and what I learned from mining experts and other well-informed people, would be of direct advantage to the people of Canada, and especially to that portion of them who are seeking investments, aside from any benefit, direct or indirect, that might result to myself therefrom. Hence this letter.

Considerable has been written regarding specific developments of some of the mining properties in the Kootenay and Slocan districts, and therefore I will treat the subject on a somewhat broader national basis. In the first place, I am satisfied that the greatest mineral wealth in the world to-day is in British Columbia. This belief is born of the statements made to me by mining experts who stand first in their profession amongst those of the world. Men who have had experience in South Africa, in Austria, in Australia, in the United States and in every country, in fact, where great mines have been discovered and great mining developments made. Perhaps some of those who may chance to read this letter will feel that a few weeks' sojourn with those men and amongst those mines is hardly sufficient to enable a mining novice to form a correct belief. Very well. It is not my object in writing to appeal to the doubting Thomas, nor to the non-progressive element among Canadians, nor yet to the ultra conservative man who looks forward to nothing but eternity. I am writing with the hope that some of the enterprising business men and investors of Canada will at least pay such heed to it as will induce them to go and see for themselves. If they will but do that, then the attainment of my object in writing this letter—the development of our own mines by our own people—will be assured. For I say, unhesitatingly, that no Canadian of enterprise can pass over the great Canadian Pacific Railway, view the awe-inspiring mountain scenery, sail down the most beautiful Columbia River, and then witness the unlimited area of richest ore, splendid timber and beautiful streams, and not feel that nature, in combining these three great essentials of mining success, has ordained for that country a great future.

IN AMERICAN HANDS.

When I say that 95 per cent. of the mines, developed and undeveloped, are owned by Americans, that 95 per cent. of the capital invested in working them is American, that 95 per cent. of the people to be found there are Americans, that 95 per cent. of the supplies and labor used are American, and a still greater percentage of the profit has thus far gone to Americans, I am not overdraw-ing the picture. No man breathing has a higher regard for the people of the United States than I; no man breathing begrudges them less their well-earned success, and, feeling thus, my American friends whom I have met there and elsewhere will fully understand me when I say that it will be too bad indeed if from this time forward the Canadian people, their equals at least in ability, and I am sure in our need of wealth, do not take part vigorously in developing what is our birthright. So far the Americans have carried on the business very quietly. So, too, did the Hudson Bay Co. carry on its business in our North-west for more than a century very quietly. In doing this they have done only what any other people would have done under similar conditions, but the time has come when it is the duty of every Canadian to wake up and enter the lists as a competitor with our friendly neighbors to the south for our own heritage and on our own ground. The fact of their having built smelters and railways and done a great deal of other missionary work but endears them to us, and we know they are but too anxious that we should participate in the benefits arising from their early efforts. Geographically it is true they have an advantage over us, and their advantages will be still greater when they have completed their railway from Northport to Rossland, a work now under construction and shortly to be finished. This brings me to the question of our own means of reaching that part of our Dominion.

THE CROW'S NEST PASS RAILWAY.

As I journeyed westward over the Canadian Pacific Railway my admiration for the great company who built it and now operate it increased with every mile. No one can sit in his office in the east and look at a map of this Dominion, showing that great railroad, and form any idea of the gigantic work necessary to bring it to its present state. Difficulties were met with in the building of that railway which must be seen to be understood, and there is no Canadian alive to-day, be his politics or his prejudices what they may, who can cross that railway from North Bay to Vancouver and not feel that next to the development of the British Columbia mining interests, and as a necessary part of that development, the other great

question for Canadians to consider to-day is the building of a railway through the Crow's Nest Pass and into the heart of the mining district. The completion of that line would just reverse the picture. Then the supplies would go from our Canadian markets. Canadian laborers and mechanics, investors and others would congregate there. British capital would flow in, and our American friends would find their progress fairly fought at every turn. It may not be generally known, but it is a fact, nevertheless, that this line would, on its way to the mining district, pass through sections containing coal in practically unlimited quantities and of a quality which I am credibly informed is the best in the world for smelting purposes; coal that now has to be brought in from the United States and Great Britain. Without wishing to offer to our gifted Premier, the Hon. Wilfrid Laurier, what could possibly be construed as even the shadow of a suggestion as to his policy, I say to him most unhesitatingly that he can make history refer to him as the greatest benefactor this Dominion has ever had if he will make the trip to the British Columbia mining regions, see for himself what is going on there and judge of the possibilities; see where the supplies come from, where the labor comes from, investigate the question of the building of the Crow's Nest Pass line, and then, if the conclusions he draws be such as I believe they will be, urge on at once the building of this line by the Canadian Pacific Railway Co. From one well qualified to speak on the matter I learn that under the most favorable conditions it will require two years to build this line. On this account it behooves every patriotic Canadian to strengthen the hands of the Government in encouraging and aiding its immediate commencement, provided that be their policy. Let us hope that the unseemly wrangling regarding what particular form of school our children shall attend will be abandoned, and the time of our statesmen and other representatives in Parliament given to the development of that most valuable part of our great Dominion. The consideration of such questions as this, in my humble opinion, is what statesmen



and other representatives of the people should give their attention to, not the spending of months and millions on discussions which never should have been made necessary and which are against the best interests of our people.

I would say to the business men of eastern Canada, form an excursion party, go out and see for yourselves and then decide whether the millions of profits accruing from the development of that country are to continue to go to our American neighbors, and in a still larger way perhaps, later on, to British and continental investors, or be diverted in our own direction in proportion to our means and our necessities. I have no fear of the verdict.

J. F. McLAUGHLIN.

Toronto, July 20.

AGGRESSIVE HARDWAREMEN.

THE hardware dealers' association formed at Palmerston last spring will hold its first annual meeting in the same town the second Thursday in August. The secretary of the association, in a letter to *HARDWARE AND METAL*, writes:

We had a meeting of the Executive Committee a short time ago, when it was decided that we should have papers read by some of the best men in the business. It was also decided to buy say forty or fifty cars of coal oil for our members. Arrangements will be completed for the purchase of the oil at the coming meeting. I expect arrangements will also be made to buy in large quantities such heavy goods as galvanized iron, Canada plates, etc.

It is to the interest of every hardwareman, in that part of the country at any rate, to put in an appearance at the meeting to be held in August next; in fact, the association, we are assured, would be glad to see present hardwaremen from all parts of the province.

The organization has already done good work. At the time the association was formed the cutting of prices among the hardwaremen of Palmerston and neighboring towns and villages was notorious for its severity. To-day there is an understanding that in many cases there shall be no cutting of prices.

There is, however, much work for the association to do. On account of the bad methods of the past, and the existence of evils from without, the hardware trade in Palmerston is not nearly as flourishing as it once was. To quote the secretary again:

Who handles the great bulk of the binder twine used by the farmer? I know the hardwaremen in this locality do not sell anything like one quarter of it. Then there is fence wire, machine oil and a dozen and one things the consumer buys direct from some jobbing house and sometimes from the manufacturers themselves. The firms that do this kind of thing have either got to quit or depend on that business altogether. They are

not going to step into the hardwareman's store and load him up with goods, and then go out and sell to his customers. The names of a few firms doing this were mentioned at the last meeting; at this one, definite steps will be taken to have all such firms put on a black list, along with dead-beats, etc. Some paint firms are great sinners in this respect. I have complaints against several firms from our members. We do not want to quarrel with anybody, but these firms are not going to get any business from any member of our association till they quit and stay quit.

Judging from the remarks of the secretary, the association is determined on no namby-pamby policy. It has set itself to correcting the evils that exist in the hardware trade in its jurisdiction: evils that arise from without the retail trade as well as those that cumber it from within. And the larger and the more united the membership is the more readily will the evils complained of be remedied.

Good Paint

The Sherwin-Williams Paint is good Paint. We'll tell you why. It's made of good material—Lead, Zinc, and Oil—all pure.

It's not the good material alone, however, that makes it so excellent. The manner in which these materials are put together has much to do with it. It's very essential to have just the **right** proportion of the lead, zinc and oil, and there is a great deal in the manner of mixing and grinding them. In short it takes good brains as well as good material to make good paint. Both go into S.W.P.

There are some paints that have good material in them that are very poor paints. The very best food, if not properly prepared, is not **good** food. It's the same with paint.

Another thing that contributes to our making good paint is our special machinery and equipment. Our mills and plant have many features that are not to be found outside of The Sherwin-Williams factories. They are made entirely by The Sherwin-Williams Co. for their own use only—never for sale. We believe they grind out paint finer and more uniform than any mills that can be purchased. They were made for this purpose.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of
The Sherwin-Williams Paints

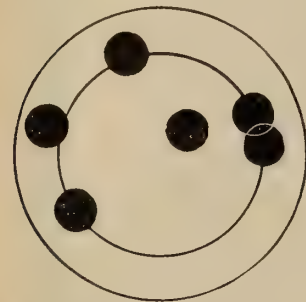
MONTREAL

THE DEEPEST SEA WATER IN THE WORLD.

It has been reported to the Hydrographic Department of the Admiralty that during a recent surveying cruise of the Penguin an attempt was made to obtain the depth of water within a small area south of the Friendly Isles, in the South Pacific, which previous soundings had shown to be unusually deep. The wire proved to be imperfect and snapped, but the depth attained was 29,400 feet, the bed of the ocean not being then reached. This is the deepest known water in the world. It is nearly 1,500 feet deeper than the greatest depth in the North Pacific and about 2,000 feet deeper than the deepest spot in the North Atlantic. If sunk in this spot Mont Blanc would be 14,000 feet below the surface of the ocean, and Mount Everest, the highest elevation on the face of the globe, would be submerged, with about 400 feet of clear water above it.

GOOD REVOLVER SHOOTING.

AT the prize meeting of the Irish Rifle Association at Dublin in June last, the revolver championship of Ireland was keenly contested. Here is an extract from The Irish Times of June 22nd: "The revolver shooting, which included four series, was also open to every expert. Some few new competitors put in an appearance and were successful in getting into the prize lists. Mr. Joynt won the championship of Ireland again for the best aggregate score in the several revolver series, while Mr. Anderson was a close second." Mr. Joynt's scores were as follows:



First series, 6 shots at 20 yds., 42 — a possible; 2nd series, 6 shots at 30 yds., 39 out of 42; 3rd series, 12 shots at 20 yds., 81 out of 84; 4th series, 12 shots at 30 yds., 76 out of 84. The first and third series were for prizes presented by the Smokeless Powder Co. In these series Mr. Joynt made especially high scores. In all cases he used

Revolver Rifleite, and found it entirely satisfactory. He will use it at the Bisley meet also.

About two weeks previous to this Lieut. Clemence, St. George's Rifles, carried off the Tomkins Challenge Plate at Bisley, using the Revolver Rifleite manufactured by the Smokeless Powder Co. He made 41 out of a possible 42.

COINAGE OF PIG IRON.

A Georgia man who says he is a 16-to-1 man, but does not want any halfway measures, declares that he accepts the arguments of the advocates of free silver and agrees with the remedy so far as it goes, but it does not go far enough. "I am in favor of the free and unlimited coinage of pig iron at a ratio of 16 to 1 by the United States alone, and can prove by the best authority that such a policy on our part will raise prices, put plenty of money in circulation, give the honest debtor a chance to pay his debts, thereby making the whole country prosperous." The writer proves by liberal quotations from Bryan and Senators Jones and Stewart that the free coinage of pig iron and

the stamp of the Government would make its bullion value the same as its mint value. He also proves by the same authorities that there need be no fear of contraction of the currency, for if gold and silver should be driven out by the baser metal there is plenty of pig iron to take their places and so give the people plenty of money. He declares that wages would be compelled to rise, because no man would be fool enough to work for \$1 a day when he could make \$1,000 a day picking up rusty nails and old horseshoes and taking them to the mint for coinage."

STREET RAILWAY FARES.

Extraordinarily low rates per mile are indicated by the distances for which a passenger may ride for a single five-cent fare, by the use of transfers, on some of the street railways, as may be seen in the following table compiled by The Street Railway Journal:

City	Track mileage.	Miles for 5 cents.	Rate per mile.
New York.....	458	12.5	.0040
Chicago.....	760	15	.0033
Philadelphia.....	462	11.75	.0043
Brooklyn.....	393	18	.0028
Boston.....	275	9.9	.0051
St. Louis.....	535	15	.0033
Jersey City, Newark.....	175	8.25	.0060
Cincinnati.....	263	10	.0050
Milwaukee.....	159	9	.0066
Denver.....	212	11.5	.0043

A TWELVE HOURS STOVE.

A very interesting description is given in The Metal Worker of a novel heating stove recently on exhibition at Cambridge, Eng. It says: Although the device is intended primarily for heating greenhouses, it can be utilized for warming dwellings by replacing the water jacket with fire brick. The manufacturers state that as they have so little really cold weather in that country, they recommend the stoves only for halls, as the heat produced is too great to warrant its use in a closed room. A peculiar feature of the device is the method of starting the fire. In the first place, a small bunch of shavings or other combustible matter is dropped down through what may be termed the magazine, and on this light kindling wood, until a small fire is in progress. A few lumps of small coal are then dropped upon the lighted wood, and when these are well ignited the magazine is filled and the cover, or cap, placed upon it. When the cap is on the magazine the makers state that the fire does not burn upward, but is confined entirely to the fuel in contact with the flames at the grate, and this, it is said, is what gives the stove its peculiar properties. It is claimed to burn twelve hours, without any attention, although the makers state that if properly arranged according to their instructions the stove will burn three days at a time, giving out a good heat. As stated above, the stove

is intended for greenhouse purposes, and is made in two sizes, the smallest being capable of heating from 20 to 75 feet of 4-inch pipe.

MINING IN PRETORIA.

The report of Mr. C. J. Joubert, chief of the Department of Mines at Pretoria, on the mining industry in the Transvaal during 1895 has just been issued. Mr. Joubert remarks that there has been a remarkable growth in the mining operations during the year. While the total increase for the Government was £156,883 in 1894, the similar total increase in 1895 was £643,521. The total income from claims for 1894 was £1,056,658, while for 1895 it was £1,848,571, there being thus a total increase of £791,919. During 1895 there were working above and below ground in connection with the gold mining industry, 7,523 whites and 54,127 colored people, mostly Kaffirs, compared with 5,652 whites and 42,504 colored people in 1894. Underground there was an average of 6,116 whites and 47,240 colored people employed in 1895. The receipts of the State from the Mines Department amounted to £1,645,833, being 45 per cent. of the total income of the State, which is £3,539,955. The receipts of the Mining Department have increased 66 per cent. in comparison with the receipts of the previous year.

It's Worth

Your while to try **PERFECTO** varnish and find out if it will do all we claim for it. If it does, then you have a varnish that will give you every satisfaction—that will win trade for you—that will be a comfort and profit to you. If it don't then you send it right back and we'll return you your money quick. That's the way we sell all our goods. We claim a good deal for them, but nothing untrue. If we can't substantiate all our claims we'll gladly return your money.

The Cottingham Varnish Co.
Limited

Mrs. Pratt & Lambert Varnishes

MONTREAL

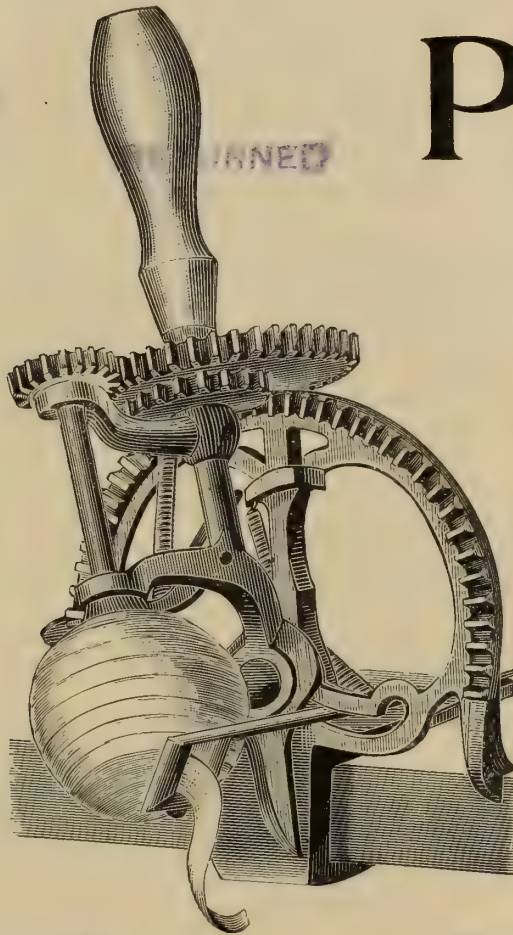
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

... Toronto

Apple Parers

Season
1896



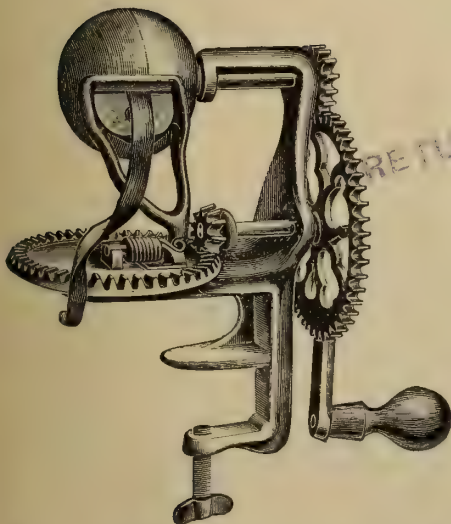
GOODELL'S

New Lightning

FASTEST HAND
PARING MACHINE
IN THE WORLD.

PACKED ONE DOZEN IN BOX

WEIGHT, 47 LBS.



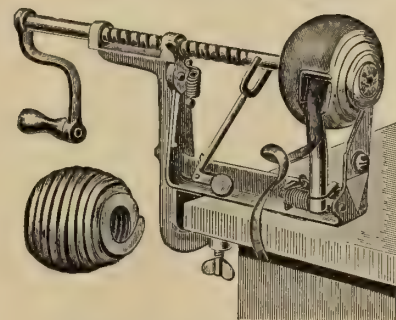
GOODELL'S

Turn Table

STRONG AND
RELIABLE
1 DOZ. IN BOX
WEIGHT, 35 LBS.

OUR

PRICES RIGHT



PARER
CORER
AND
SLICER

WHITE MOUNTAIN

1 DOZ. IN BOX, WEIGHT, 25 LBS.

Guns, Rifles, Revolvers and Ammunition. Axes, Cow Chains, Lanterns, X-Cut Saws and Files

Graham Cut and Wire Nails are the Best.

Send us your orders. Prompt shipments.

H. S. HOWLAND, SONS & CO. - TORONTO

BINDER TWINE.

THE statement having been made, in a recent issue of The Halifax Chronicle, that the Consumers' Cordage Co. were supplying cordage to the fishermen of Newfoundland and St. Pierre at 2c. a pound less than the Canadian consumer had to pay, and the rumor being also current that the company's factory at Halifax had been shut down, in consequence of the change of Government, a Herald reporter called at the office of the company, on St. Patrick street, Point St. Charles. and got the following statement from one of the chief officials of the company :

"The statement that we are exporting cordage is quite correct, and that we are willing to sell goods for export trade at a lower rate than to our home customers is also true, just as the manufacturers of the United States and of England are in the habit of doing, not only for the profit there may be in it, but (even if we sold the goods at cost) merely for the sake of keeping our mills going. Our surplus product we dispose of in this way, just as Americans send their surplus product here. But the reported rate of 2 cents less per pound than we sell to the Canadian customer, what an enormous profit we would make of it ! Our factory here turns out 10 tons per day, and if we had a profit of 2 cents on every pound of that, you can easily calculate what our profits daily would amount to.

"You must, in order to understand our position, consider that all the barges, all the shipping on the lakes, and all the ocean-going vessels are, in a measure, independent of us for supplies in our line, and the tariff, consequently, does not benefit us nearly so much as it does most other protected industries, but if it were withdrawn, small as it is, we absolutely could not live.

"As regards Newfoundland, I know for a fact that we have done no business with the fishermen there for some five or six years. They have a cordage factory of their own, and do not need to import. What business we do with the fishermen of St. Pierre is a mere bagatelle, for they rely on France for nearly all their supplies.

"The duty on binder twine is only 12½ per cent., and they are running two prisons against us. Besides, the harvest in the States is over by the time ours is beginning, and the Americans simply dump their surplus stocks into this country, in spite of the tariff, so as to avoid the expense of holding it over for another year. Consequently we have not made a cent on binder twine for the past three years.

"The reports as to our factory closing down at Halifax, in consequence of the change of Government, is all nonsense. It was only the binder twine part, anyhow,

that was closed, and it was for the reason I have already stated, namely, that there was no money in keeping that department running. The fact of the matter is that we have often before closed down in the same way, and to the same extent, when there was no word of the Liberals ever coming into power. Of course, it must be admitted that orders are not coming in so rapidly as we would like, but the cause of that is not the change of Government, but the outcry made by the alarmists. The croakers have succeeded in scaring some of the more timid by their cry of 'Wolf'—something that is surely much to be regretted."—Herald, Montreal.

OPEN HEARTH STEEL IN GREAT BRITAIN.

The Iron and Coal Trades Review gives some interesting and surprising figures concerning the production of open hearth steel in Great Britain. The Bessemer steel industry for some years held the leadership. In 1880, according to The Review, the production of Bessemer was 1,044,000 tons and of open hearth steel but 251,000 tons. In 1887 the Bessemer output was 2,064,000 tons and that of open hearth steel 981,000 tons. In 1890 the Bessemer product made a total of 2,015,000 tons, and that of open hearth steel 1,564,000 tons. Figures show the same decline on one side and increase on the other. The following table defines the situation :

	Bessemer steel. 1 = 1,000 tons.	Open hearth steel. 1 = 1,000 tons.
1891.....	1,642	1,514
1892.....	1,501	1,419
1893.....	1,493	1,456
1894.....	1,535	1,575
1895.....	1,535	1,724

This, as our contemporary says, is a "very remarkable record," and is practically conclusive as to the gradual displacement of one steel by the other, so far as Great Britain is concerned. It is suggested as among the causes leading to this change that, as the difference in the cost of producing steel by the two processes is but small, and a generous amount of encouragement has been given to open hearth steel by ship-builders and others, its output has been considerably stimulated. Be that as it may, the fact of an enormous increase of production is undisputed.

PRIMING AND DECORATING GLASS.

A new process for priming and decorating glass has been invented by Paul Gerard and Gustave L. T. des Paturelles. The surface of the glass is coated with ordinary collodion or a solution of nitro-cellulose in a dissolvent. When the dissolvent has evaporated there remains upon the glass a very adhesive cellulose layer, transparent and capable of receiving any kind of decoration by impression, painting, dyeing, gilding,

etc. The collodion can be colored at the start by means of colors soluble in alcohol and in the dissolvent used for the cellulose. Hereby an inherent colored layer is produced on the glass, and if the latter is transparent the product resulting from this process can be substituted advantageously for glass colored in the batch. This process can be applied successfully to metals, marble, porcelain and other pottery.

VISIBILITY OF LIGHTS AT NIGHT.

The result of the experiments in light visibility conducted by the International Committee on behalf of the Governments of the United States, Germany and the Netherlands have been handed in. The German section gave as the distance at which a light of one candle-power became visible, 1.40 miles for a dark, clear night, and one mile for a rainy one. The American experiments show that a light of one candle-power is plainly visible at one mile, and one of three candle-power is plainly at two miles. A 10 candle-power light was seen with a binocular at four miles, one of 29 at five miles, though faintly, and one of 33 candles at the same distance without difficulty. On an exceptionally clear night a white light of 3.2 candle-power could be distinguished at three miles, one of 5.6 at four, and one of 1.2 at five miles.

To be quite on the safe side, the experiments were made with green light, as it has been conclusively proved that if a light of that color fills the required tests, a red light of the same intensity will more than do so. It was found that the candle power of green light, which remained visible at one, two, three and four miles was 2, 15, 51 and 106 respectively. It was noticed, however, that great care had to be exercised in the selection of the shade of the color, so as to give the minimum interference with the intensity of the light. The shade adopted is a clear blue green. Yellow and grass green should not be employed, as they become indistinguishable from white at a very short distance. For the red a considerably wider range is allowable, but a coppery red is most in favor.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

TWO-PLY TWISTED FENCE STRAND

**Galvanized Fence Staples
Oiled and Annealed Fence Wire**

Manufactured by

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

When
you want

BAR IRON

Try
GUELPH.

You will get

Rounds that are round.

Squares that are square.

Flats evenly rolled.

Bands tough, with clean, smooth edges.

The Guelph Norway Iron and Steel Co., Ltd.

. . . Rolling Mills, GUELPH

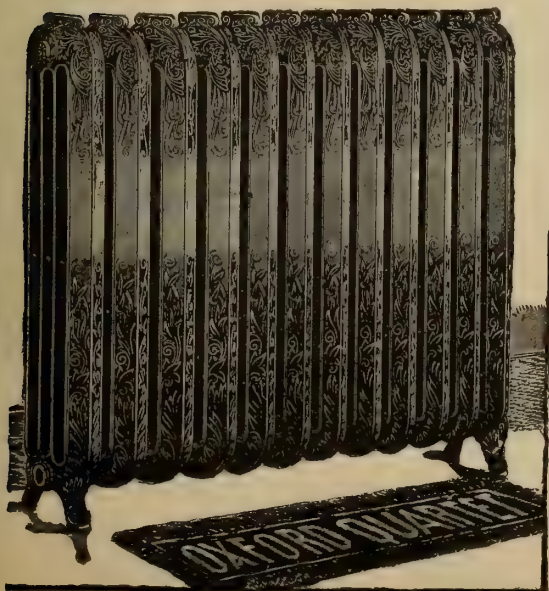
There are *NO COMPLAINTS* when

"OXFORD" Radiators

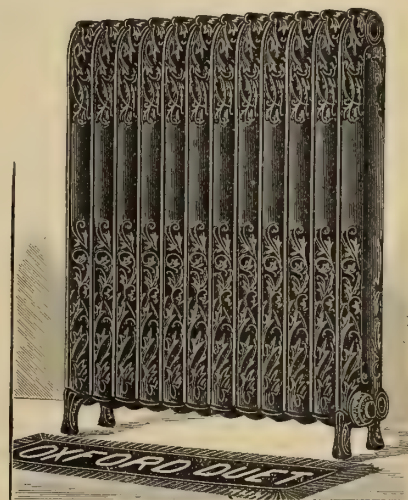
For

HOT WATER OR STEAM

are used. They are the **World's Standard**, with a construction which cannot be improved. **Iron to Iron Joints.** No gaskets used. They



NEVER LEAK



They have great Heating Capacity; can be readily taken apart and put together; require very small floor space and are made in a

LARGER VARIETY OF SIZES AND STYLES
than any other radiator.

MANUFACTURED BY

The GURNEY FOUNDRY CO. Ltd. - TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE SILVER QUESTION AND CANADA.

THE United States seems to be earning a reputation as a source from which spring trade cyclones, as well as the ordinary cyclones which sweep away barns, uproot trees and occasionally play havoc in cities.

In 1893 the loss of confidence created by the outflow of gold, superinduced by the silver question, created a storm which paralyzed the trade and commerce of the country. Last fall President Cleveland's warlike message created another blow, which so staggered business that it has not yet recovered from its effects. And now what portends to be a storm whose anticipated disastrous effects cause a good many people to shudder when they contemplate them, is gathering in the West and South.

A majority probably of the people in the Western and Southern States have become imbued with the doctrine that all that is necessary for high prices to rule for everything the farmer has to sell and the mechanic to make is that there shall be a plethora of money in circulation. And the manner in which they propose to get this plethora is by the free coinage of silver.

While both of the two great political parties remained unenamored with this doctrine there was not much occasion for alarm. But when a section of the Republican party bolted because the national convention declared for sound money, and when a few weeks later the Democratic National Convention declared with a rush for free silver at the ratio of 16 to 1, nominating too for the presidency a demagogue of pronounced type, alarm seized every sound business man of the country and foreign capitalists shuddered.

Free coinage of silver would undoubtedly be a good thing for the men who hold silver bullion. For instance: A man that had, say, \$1,000 worth of bullion could take it to the mint, demand its coinage into dollars, and take away with him two thousand pieces of silver each with a dollar stamped upon it.

The result of such a condition of affairs is obvious: the \$610,000,000 in gold, or the greater part of it, at least, that now circulates in the United States would be driven from the country, and the yellow metal coin would be at a premium. The natural concomitant of this would be loss of confidence and paralysis of trade.

Of course, the storm may not materialize. Common-sense may prove stronger than nonsense. But the fact that a storm is threatening is already doing in part what a storm would do to the full—destroying the credit of the country.

Connected commercially as it is with the

United States, Canada cannot view the threatened storm over there with unconcern. The full force of the storm, of course, we shall not feel. But it is enough for us to know that we shall feel it at all.

The best thing Canadians can do, however, is to turn their energies to the full in pushing their own business and developing their own great natural resources.

We have good fruit crops and the promise of good cereal crops, while our mining industries are assuming an activity that a decade ago was not dreamed of.

What we want is confidence in ourselves and in our resources. That will counteract any adverse influence we may receive from the United States.

And then after all, if the worst should happen in the United States, and the silverites should carry the country and put their free coinage doctrine into operation, the evil would not be an unmixed one as far as Canada is concerned: The tide of British capital, which is already beginning to turn Canada-wards would flow this way much more rapidly than it otherwise would.

LARGE CEMENT CONTRACT.

The Lachine Rapids and Water Power Co. opened tenders this week for a round lot of 10,000 barrels of cement to be used at their works in course of construction at the foot of the rapids. The contract has been awarded to Francis Hyde & Co., Wellington street, the price being about \$2.05 per bbl.

FIRE DEPARTMENT SUPPLIES.

Garth & Co., 536 to 542 Craig street, Montreal, make a special feature of fire department supplies of all kinds. They have been engaged in this business for many years and have an extended experience with heads of departments and chief engineers, so are fully qualified to supply any article in this line, and have constantly on hand a full stock of supplies. They have just issued a pamphlet of 90 pages, illustrated, cataloguing and pricing these goods in full. Organizations or municipalities requiring goods of this kind should secure one of these price lists.

FIRE AT SPOONER'S COPPERINE WORKS.

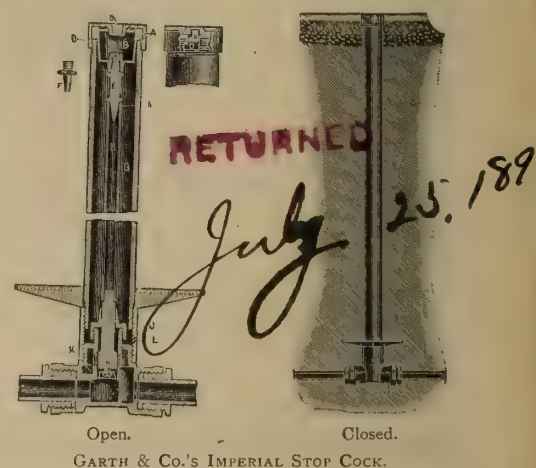
Alonso W. Spooner's copperine works, at Port Hope, were destroyed by fire on Friday night.

There was about thirty tons of copperine in the building, and it is not yet known to what extent that is damaged, but it will probably be fully covered by insurance, there being a \$1,700 policy on the place. The firm have fifteen tons or more of manufactured copperine in the adjoining storehouse, which was saved, so that the fire will

not greatly incommode them, that amount no doubt being sufficient to supply urgent demands until they get ready to manufacture again, which will be in a month or so.

A NEW STOP COCK.

THE Imperial stop cock, which is being put on the market by Garth & Co., Craig street, Montreal, combines many valuable features. It has a lock tap which effectually prevents tampering with the water supply, ensuring corporations against being defrauded. It can be turned on or off by interchanging a small brass plug, and a perfect check can be kept on the man who is employed to do the work, as the number of plugs he returns indicates the number of cocks he has turned on or



off. The contrivance can be repaired or renewed without being dug up. When it is explained that digging up or removing costs from \$3 to \$12, according to the pavement, this advantage is readily recognized. All this expense is saved by the new stop cock. Appended are two cuts, showing a section open and one closed, which will convey a good idea of the contrivance. Full particulars and directions regarding it can be had on application to Garth & Co., Craig street, Montreal, by mentioning **HARDWARE AND METAL**.

PERSONAL MENTION.

Mr. C. N. Holden, bookkeeper, Sander-son Percy & Co., Toronto, is holidaying at Cleavelands, Muskoka.

C. E. Warnock, one of Sanderson Percy & Co.'s travelers, is enjoying a holiday at Hamil's Point, Muskoka.

Mr. W. H. Carrick, vice-president of the Gurney Foundry Co., who has been in England for the past couple of months, sailed for home on Wednesday on the steamer Lahn.

A little daughter arrived on Sunday last to Mr. J. Taylor Webb, the western representative of the Thos. Davidson Co., Montreal. Congratulations.

SLOW BUSINESS LOW PRICES

MAY WE QUOTE FOR WHAT YOU REQUIRE ?

SANDERSON PEARCY & CO.

PAINTS, OILS, VARNISHES,
GLASS, ETC., ETC.

61, 63 and 65 Adelaide St. West,

TORONTO

LARGEST SPORTING GOODS HOUSE IN CANADA.

McCREADY'S BUILDING SALE

You'd regret if you knew how much money you were losing by not buying your Sporting Goods from us. We supply everything in this line. **Quality high, Prices low.** It costs us more to move than to cut off the prices. We give you this in large discounts by taking goods in lots. Everything must be cleared out, as we open the new building with brand new stock. Write for particulars. Dealers, write for discounts.

The R. A. McCREADY CO. Ltd., Temporary Premises, 219-221 Yonge St. Toronto, Ont.

Barn Door Hangers

We have special offerings this week at exceptionally low prices. Just run your eye over this list and see if there are any that will interest you.

CRONK'S 4 and 5 inch.

CHALLENGE 4 and 5 inch.

KIDDER 5 inch.

SARGENT'S Nos. 24 and 26.

Enquiries receive Prompt Attention.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E C.

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 24, 1896.

HARDWARE.

THE general hardware trade is dull, which is not unusual for this season of the year, except that it is rather more restricted than usual owing to tariff uncertainty. The majority of buyers seem satisfied to get along with as light stocks as possible, and of course this means a business confined to narrow lines. The decline in screws, rivets and burrs, etc., has not had any effect on the demand, and outside of these lines no alterations are to report. Binder twine and rope are taken in small quantities, while belting is fairly active. Churns and clothes wringers have been called for more also this week. All other lines are featureless, and in the main extremely dull.

PLAIN WIRE—There is only a quiet trade doing in plain wire. Demand is not brisk. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—A quiet demand exists for barbed wire. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg overload lots.

CUT NAILS—There is little activity in these. We quote \$2.75 f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—An allowance has been made to retailers of 5c. per keg. We quote discounts 70 and 10 f.o.b. Montreal for Quebec, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—Quiet and unchanged. Discount 50 per cent.

HORSESHOES—As they were last week. We quote: Iron \$3.50, and steel \$4.75 to \$5.75, as to brand.

PRESSED SPIKES—Without alteration, at 30 to 35 per cent. discount.

SCREWS—The decline in screws has not induced any increase in the demand. Discounts are: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

TACKS—Without new feature.

BRASS AND COPPER WIRE—There is a fair enquiry for small jobbing parcels. Discount 12½ per cent.

CARRIAGE BOLTS—Continue as before, at 60 per cent.

IRON RIVETS—The decline in values has not improved the demand, business ruling quiet. Discounts now are: 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Very little business doing. Discount 50 per cent.

BINDER TWINE—There is a moderate volume of orders, which are confined strictly to small lots. Nett prices here range from 6¼ to 7½c., as to brand.

ROPE—A fair movement is noted in cordage in a small way. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—Demand is fair for both descriptions. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Demand is dull and import business is backward for the season.

SPORTING GOODS—A small movement in ammunition is noted.

PLUMBERS' SUPPLIES—Business continues quiet.

GREEN WIRE CLOTH—Very little trading to report. We quote \$1.50 to \$1.60.

CHAIN—Without alteration.

ICE CREAM FREEZERS—Quiet and unchanged at \$1.40 to \$7, as to size.

CHURNS—Some call is noted for churns at the same basis, 70 per cent. off the list.

CLOTHES WRINGERS—There has been some desire to stock up with these, but orders are still small.

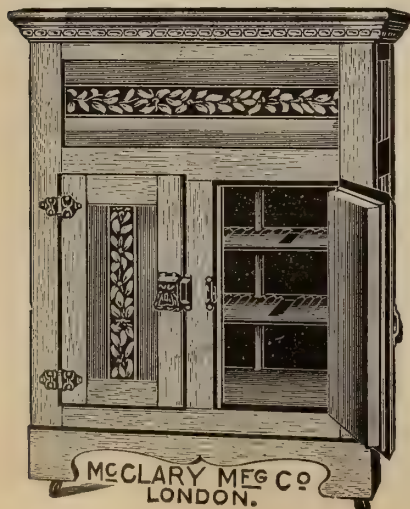
TOOLS—There is a fair enquiry for all kinds of harvesting tools.

AXES—Demand quiet. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—There is no change in this and demand is not brisk. We quote: Plain, 30 to 35c.; tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—There is no change in cement. Business continues quiet. We quote: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—Without change at \$16 to \$22 per 1,000 as to brand.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks, and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

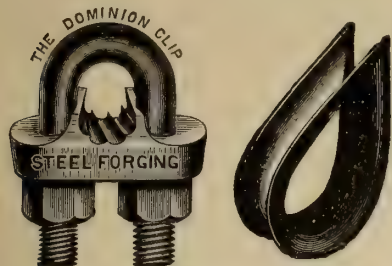
The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

MILLIONS

We make millions of horse nails yearly; each one of which has been carefully sorted and examined by experienced sorters to discover any defects. All our nails are warranted perfect, and may be exchanged free of cost, if found otherwise. They are the most economical to use, as there is not a bad nail to be found in any of our boxes bearing our "C" brand and name.

CANADA HORSE NAIL CO.
Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

ACME and HOCKEY
PATTERNSLAMPLOUGH & McNAUGHTON
MONTREAL.

METALS

There has been little change in the heavy iron and metal market. Foreign advices are firm in such staple lines as terne, tin and Canada plates, but demand is not active, though more enquiry of a kind has been noted in an import way during the week. Some fair-sized lots of pig iron have been moved also.

PIG IRON—Several round lots of Carron pig have sold during the week at \$19.50, aggregating 300 tons. Summerlee is held at \$19. Nova Scotia brands range from \$16.50 to \$17 as to grade.

BAR IRON—There has been some enquiry for bar iron. In the case of round lots \$1.55 has been shaded, but we quote \$1.55 to \$1.60.

HOOPS AND BANDS—Without change, business ruling quiet at \$2.30.

SHEET STEEL—Fair jobbing enquiry for small lots. We quote \$2.50 to \$2.75.

SHEET IRON—There is a fair demand for black sheets. Prices are rather firmer at a range of \$2.60 to \$2.75.

TINNED IRON—No great activity to report in tinned iron, which is steady at \$5.75 up to 24 gauge.

LEAD PIPE—Fair enquiry and steady at 7 to 7½c., with 30 per cent. off.

PIG LEAD—Fair business doing in a small way at \$3.25 to \$3.35.

GALVANIZED IRON—There has been a good enquiry for galvanized iron, and stocks have in many cases run completely out during the week. Round orders for Queen's Head have been put through at \$4.25 to \$4.50, while no Lion brand can be had under \$5.50 in a jobbing way.

INGOT TIN—Fair trade at steady prices, viz., 16½c.

INGOT COPPER—Quiet but steady at 12 to 13c.

SHEET COPPER—Fair jobbing demand for small lots at 15 to 16c. as to gauge.

IRON PIPE—Moderate demand with discounts ranging from 50 to 70 and 10 per cent. off.

CANADA PLATES—There is a firmer feeling in Canada plates, though demand is not especially brisk. Still jobbers seem to want fresh supplies and for ordinary lots it is doubtful if \$2.25 would be shaded this week.

TIN PLATES—There has been a better enquiry for tin plates in an import sense and prices are more firmly held. Round lots of cokes, 300 boxes, have sold at \$2.75 and it is doubtful if this price would buy a similar lot to-day. Accordingly we quote: Cokes, \$2.75, and charcoal \$3 to \$3.25.

TERNE PLATES—There have been further import orders for ternes, which rule very firm abroad. We quote: \$5.75 to \$6.25 as to brand.

FOR SALE

70 doz. empty Hand Grenade
Fire Extinguisher Bottles for
refilling, 20c. per doz.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

SOLDER—There is a fair jobbing enquiry at 11½ to 13c.

SHEET ZINC—Quiet at 5 to 5½c.

SPELTER—Without change, with business dull at \$4.50 to \$4.75.

ANTIMONY—Continues the same at 10c.

GLASS.

There are firm advices from abroad, but spot prices on window glass are unaltered. We quote: \$1.30 for first break, \$1.40 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business continues in a fairly satisfactory condition for the present season of the year, when no activity is looked for. Quotations generally are steady except in linseed oil and turpentine, which holders are disposed to shade to buyers of round lots. Shellac is also 10c. per gallon lower.

WHITE LEAD—In good demand and firm. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Continues as before. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—In fair request at quoted rates.

PARIS GREEN—Slow, with season nearly over. We quote: Casks, 13½c.; drums, 14c., and packets 14½c.

LINSEED OIL—Quiet and easy. We quote: Raw, 50c.; boiled 53c., with 1c. rebate for five-barrel lots.

TURPENTINE—Quiet at 39c., less 3 per cent. 30 days.

SHELLAC—Is dull and 10c. lower per gallon. We quote: Pure orange, \$2; white do. \$2.25.

CASTOR OIL—Dull and heavy. In cases we quote 7½c., and in small lots, 8c.

NAVAL STORES—Unchanged as follows: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There has been no improvement in heavy chemicals, and prices are unchanged: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

There is no change in this market. We quote as follows: Canadian refined, in car lots, 15½c., 20 barrels 16c., smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Prices on hides are firm and business quiet at a range of 4 to 6c., as to grade.

ASHES.

There is little change in this market, though prices are a shade firmer. We quote: First pots, \$3.60 to \$3.65; seconds, \$3.30, and pearls, \$4.75 to \$4.80.

MONTREAL NOTES.

Linseed oil continues easy, with sellers shading prices of round lots this week.

The arrivals of cement last week were 1,900 barrels English, while some 15,000 firebricks were also imported.

The demand for Paris green is almost over, and there is little trade doing.

A decline of 10c. per gallon has been established in shellac.

Bernard & Frank, 174 Fulton street, New York, near Broadway, are manufacturers of fine silver and nickel-plated bath-room accessories, such as soap and sponge racks, soap cups, towel bars and rings, etc., etc. Garth & Co., Craig street, Montreal, handle these goods in Canada. Illustrated catalogues can be had on application.

Ritchie's patent corrugated expanding conductor standard speaking tube and spiral lock steam pipe, elbows, shoes and other fittings are carried by Garth & Co. Craig street, Montreal. These goods have a world-wide reputation in their class. Illustrated catalogue is just out.

The Beaton & Bradley Co., of Southington, Conn., are represented in Montreal by Garth & Co. Garth & Co. have just received illustrated catalogues of their goods, consisting of steam fitters' and plumbers' specialties. **HARDWARE AND METAL** readers should write for their price lists. They contain some valuable information.

ONTARIO MARKETS.

TORONTO, July 24, 1896.

HARDWARE.

THE hardware trade this week does not exhibit any particularly striking features. The usual midsummer quietude is settling down upon business. Travelers are beginning to take their holidays. Hence for the next three or four weeks the volume of business is expected to be light.

Not many changes have taken place in regard to price. Copper rivets are 10 per cent. cheaper, and brass and copper wire is 2½ per cent. dearer. These are the only changes worthy of note. A slightly improved demand is to be noted for wire nails. The same remarks also apply to horse nails. A good demand has developed for wood screws, and carriage bolts are going out a little better than they were. The demand for rope shows some improvement, but the volume of business is still light. A good trade is reported in belting. A decided increase is to be noted in the demand for clothes wringers. In other lines the conditions are much the same as they were a week ago. Payments appear to be fairly satisfactory.

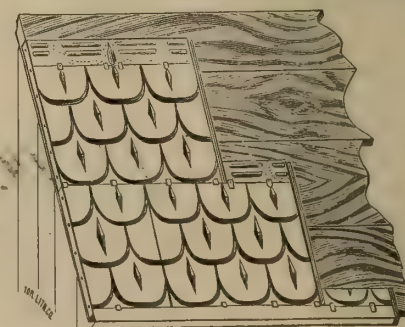
ORDINARY FENCE WIRE—Much as before, quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—There is not much doing. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Business is a little better this week, although there is no great activity by any means being experienced. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

CUT NAILS—There is no improvement to note. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade has improved, and there is not much difference in the demand for the various kinds. The discount is unchanged at 50 per cent.

HORSESHOES—There are no new features to note. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—These have been going out quite freely since the reduction in price. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—An advance of 2½ per cent. is announced in the price of these, the discounts now being 10 to 12½ per cent. according to quantity. A steady trade is reported.

CARRIAGE BOLTS—An improvement in trade is to be noted, quite a number of orders having been received during the past week. The discount remains at 60 per cent.

RIVETS AND BURRS—Copper rivet discounts advanced 10 per cent. The discounts given in **HARDWARE AND METAL** last week, on iron rivets and burrs, in reporting a change, were wrong. The correct discounts are as follows: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55, 5 and 12 per cent.; copper rivets, 50 and 10 per cent.

BINDER TWINE—Orders are still numerous but small. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. Rebate of ½c. per lb. on 50 ton lots.

ROPE—The demand is a little better than it was for both sisal and manilla, but the quantities wanted are small. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—Is going out freely, in both rubber and leather. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—The trade is without any improvement.

APPLE PARERS—The demand is beginning to come in, and quite a good trade is being experienced. Prices range from \$5 to \$7.50 per dozen.

SPORTING GOODS—Orders are beginning to come in for guns and rifles, and ammuni-

TRADE "COALITE" MARK

REGISTERED

The new Anti-Corrosive Preservative for Metal. Resists acids and gases. Supplied in packages of from one to forty gallons, mixed ready for use. Try a sample gallon.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

tion of all kinds. The volume of business, however, is still very light.

PLUMBERS' SUPPLIES—No improvement has taken place, trade being small with both manufacturers and jobbers.

COIL CHAIN—Dull. Ruling quotations are: Quarter inch, 4½c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

ICE CREAM FREEZERS—Very little doing. We quote: \$1.40 to \$7, according to capacity.

CHURNS—The increased demand noted last week appears to have been maintained. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—A decided increase in business has taken place during the past week, orders for larger quantities than usual having come in freely. Prices, however, on full case lots have been shaded a little, but in an ordinary way our quotations are still \$26.50 to \$27.

HARVEST TOOLS—There is still an enquiry for grain cradles and cradle scythes.

GARDEN HOSE—Business remains moderate. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—Business is quiet and without special feature. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—Scarcely anything doing. Discounts, 65 and 10 to 70 per cent.

METALS.

There has not been any particular stir in the metal market during the past week. We hear of a little being done in Hamilton pig iron, but in general business this particular line is as quiet as ever. The demand is keeping up well for galvanized iron, prices of which have advanced a little. An improved demand is to be noted for sheathing copper. A little better business is reported in iron pipe, tin plates and terne plates.

PIG IRON—The market is dull and weak. Hamilton pig iron is again being offered, and we hear of odd carload lots of No. 2 being sold at \$16.50 Toronto.

BAR IRON—The usual quantity of small orders are being received. Base price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is quiet. Prices are unchanged at \$2.30 to \$2.35, according to quality.

SHEET STEEL—Is still in fair demand, but no large quantities are changing hands. Prices are firm. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—The demand is fair for small quantities. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—There is not much doing. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

GALVANIZED IRON—Quite a number of orders for case lots have been received during the past week both for "Queen's Head" and "Gordon Crown" brands. Prices have advanced, and we now quote Queen's Head or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¾c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less.

LEAD PIPE—There is not much doing. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

PIG LEAD—Quiet at 3¼ to 3½c.

INGOT TIN—Trade during the past week has been fair. Quite a quantity of Straits has been moving. For small quantities prices quoted still rule, but they are being shaded for larger quantities. We quote: 16 to 16½c. for small quantities.

INGOT COPPER—Quite a few sales for forward delivery have been made. Shipments from stock are slow, but at this time of the year there is very little in hand. We quote 12½ to 13c.

SHEATHING COPPER—Quite a number of import orders have been booked, and shipments from stock have been a little better than usual. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade in this line shows some improvement. It is not, however, on account of any demand from the plumbers; it is from other sources. We quote: English, ¼, 60 and 10 per cent.; ⅜ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 67½ per cent.; ⅜ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is quiet and prices unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Some orders have been received for the larger sizes, but, in general, trade appears to have slackened off during the week. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—Enquiries are coming in freely from persons who have not placed import orders. There has also been a special demand for odd sizes. We quote: All dull, \$2.30; half-polished, \$2.25 to \$2.35; all bright, \$3.25. *

TIN PLATES—Trade is a little better on country account. We quote: Charcoal, 1 C, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, 1 C, \$3.50; 1 X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

TERNE PLATES—Trade has improved nicely in this line, quite a few orders having been received during the past week. We quote: 1 C, \$6.25; 1 X, \$7.50.

SOIL PIPE—There is not much doing. Discount 60 per cent.

SHEET BRASS—Business keeps steady and prices unchanged. Discounts, 25 to 33½ per cent., according to quantity.

SOLDER—The improvement noted last week has been maintained. We quote 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—No special feature to

note. We quote 4½ to 4¾c., according to quality.

SHEET ZINC—Is quiet. We quote 5¼ to 5½c.

ANTIMONY—Dull. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL.

Trade is fairly good at unchanged prices. We quote: Agricultural scrap, 47½ to 50c per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c. scrap lead, 2c.; zinc, 1¼ to 2c.; scrap rubber, ¾ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs

GLASS.

The rumored advance in the price of window glass in Belgium referred to in last week's issue has been confirmed. The advance was from half to one point. Locally the glass trade is quiet and uninteresting. We quote: \$1.15 to \$1.25 for first break in 50-foot boxes.

PAINTS AND OILS.

The paint and oil trade, like the hardware trade, is lapsing into its usual summer quietude, and several of the travelers are taking their holidays. White lead is quiet, liquid paints remain in much the same condition as a week ago. The Canadian crushers have this week reduced the price of linseed oil one cent per gallon, and the jobbers have put their prices down 2c. per gallon. There is a fair business doing in both linseed oil and turpentine. Although the season for Paris green is generally looked upon as being over, one Toronto house reports that its orders for this article during the past week have been more numerous than for some time. Payments are reported to be very fair.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, 4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c.; drums, 14 to 14½c.; 1-lb. packages, 15½c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 50c.; ditto, 5 to 9 barrels, 49c.; boiled, 1 to 4 bar-

rels, 53c.; ditto, 5 to 9 barrels, 52c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 2c. per gallon less than above quotations

TURPENTINE—We quote: 1 to 4 barrels, 41c.; 5 to 9 barrels, 40c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 3c. less than the above.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and \$¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW

The markets seem to have weakened all round. Wool is much easier, dealers here only paying 19c. for jobbers' lots and 18c. for farmers'. The market is very dull in the United States, and the middlemen are not buying stocks. Present prices are about as high as those of the English market for the same quality of wools. Hides are also weaker, but unchanged in price. Quotations on the local market are:

HIDES—No. 1 green, 6½ to 7c. per lb., No. 2, 5½c.; No. 3, 4½c., and No. 1 cured, 6½ to 7¼c.

SKINS—Calfskins, No. 1 green, 7c.; No. 2, 5c.; No. 1 cured, each, 70 to 85c.; lamb-skins, 40c.; pelts, 25c.

WOOL—Fleece combing, 18 to 19c.; tub washed, fleece, 17c.; rejections, 15c. Pulled—Supers, 19½ to 21c.; extras, 20 to 21c.; combing, 19½ to 21c.

TALLOW—Prime, rendered, in bbls., 3¼ to 3½c.; do., in casks, 3½c. Dealers resell bbl. tallow at 3¾c.; and casks at 4c.

PETROLEUM.

Trade continues quiet and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 to 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES.

There is a new price on galvanized iron in Toronto.

Brass and copper wire has been advanced 2½ per cent.

Belgian window glass is from half to one point higher.

"The apple crop must be a good one," say H. S. Howland, Sons & Co, "judging

by the demand we are having for 'White Mountain' and 'Rocking Table' parers."

Copper rivets and burrs have been reduced 10 per cent., the discount now being 50 and 10 per cent.

H. S. Howland, Sons & Co. are in receipt of large shipments of U. M. C. and Dominion loaded shells.

Gribble & McNab, the Toronto firm handling Waverly bicycles, have just tested the "Matchless" metal polish for which H. S. Howland, Sons & Co. are the agents, and they claim that for cleaning up spokes, handle bars and other bright parts of bicycles the "Matchless" is unsurpassed for quickness and ease.

UNITED STATES MARKETS.

NEW YORK, July 24, 1896.

PIG TIN—While values are given a certain measure of support in London, and holders on this side of the Atlantic do nothing calculated to disturb matters, the market is really lacking in substantial firmness. In any event, the very heavy stocks that are being carried prompt more than ordinary caution on the part of consumers and dealers, despite the lowness of prices, and no signs are visible of speculators being anxious to increase their holdings. To-day's London quotations were slightly lower and values eased off here to a moderate extent, on the basis of about 13.50 to 13.55c. f. o. b. for early deliveries.

COPPER—The monotony of inaction and indecision that has characterized the market for some time past remains unbroken. More than ordinary doubt exists as to what prices prominent sellers would accept in the event of attractive orders coming up for serious consideration, but there is no question about the fact that exporters are very indifferent and that home consumers' purchases are strictly of the hand-to-mouth order. The nominal prices at present are 11¼c. for Lake Superior ingot, 11 to 11¼c. for electrolytic and 10⅝ to 10⅞c. for common casting stock, but small sales were made quietly at a shade less.

PIG LEAD—Buyers remain extremely indifferent in this quarter, and it is the exception that they take lots of over 50 tons at a time, or have deliveries run further ahead than thirty days. Offerings are not remarkably heavy, but weighty enough in the present condition of affairs to keep prices rather weak. About 2.92½ to 2.95 are seemingly the best prices obtainable for Western common. London cable was £11 1s. for soft Spanish. On the New York Metal Exchange two car loads were sold at 2.92½c. for August delivery.

SPELTER—The market remains very quiet, and, if anything, is rather weaker in tone.

Single carload lots of very good western brands are being sold at about 4c., and a fraction less was quoted on inferior. In larger quantities than car lots there is little business, if any. London cable quoted £17 15s. for good merchant brands.

ANTIMONY—A moderate business only is passing, and prices are without change. Regulus quoted at 7⅜ to 7½c. for Cookson's; 6⅝c. for Hallett's, and 6½c. for Japanese, from store.

TIN PLATE—The market is rather quiet with moderate sales of spot stock at fairly firm prices making up the bulk of business. Interest in forward deliveries is moderate.

IRON AND STEEL—Some southern producers are forcing pig iron for sale and naming price as low as \$7 at furnace for No. 2 furnace. This competition is met in a measure

by other companies, and the basis of \$7.50 is doubtless top rate for the best brands where other than small lots may be involved. Northern iron is affected in some degree, but not to a very serious extent. Business is moderate in volume and buyers generally are indifferent.

Old material stands up in price rather better than pig iron, and, considering the condition of general trade, is selling fairly. There have been sales recently of 500 to 600 tons steel street rails at \$11.50 for girder and \$12 for centre-bearing, f.o.b. Jersey City; 200 tons car wheels on the basis of \$12 at Jersey City, and 200 tons yard wrought scrap delivered to cars at Jersey City.

Mr. Geo. Evans, the well-known retail hardware dealer, is mentioned as the most possible candidate for the vacant hardware appraisership at the Toronto Custom House.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO

Marlin Repeaters

MODEL 1893

25-36,
32-40,
30-30 SMOKELESS
AND 38-55.



**SOLID TOP
and
SIDE EJECTION**

Guaranteed in all particulars

**The finest REPEATING RIFLE on
the market**

For sale by the trade everywhere.

Send for catalogues of our full line to

THE MARLIN FIRE ARMS CO.

NEW HAVEN, CONN., U.S.A.

Boeckh's



BRUSHES

AND

BROOMS

VANDALISM.

By SCOTT McKERROW.

SHORTLY after the Toronto Industrial last year there appeared an article in The Toronto Saturday Night, commenting on the favorable appearance presented by the Exhibition grounds after such large crowds had passed over them, and dwelling at length upon the fact that all the flowers and flower beds had passed through the ordeal unscathed. The article ascribed this pleasant state of affairs to the better education of the children by their parents, and, by a comparison of the past to the then present state of things, presented a pen picture very pleasant to contemplate.

I accepted with pleasure this charitable view of the case, and would gladly retain the belief, but the subsequent events that have come before my notice have sadly disabused my mind on the subject, and the reason I am now forced to accept is that the flowers and beds were unmolested, not because of better education, but because each youngster, in his heart, feared detection by the ever-watchful gardener or policeman. And this belief is substantiated by items in our dailies recently, stating that some boys were breaking the trees and flowers, and that policemen in plain clothes were watching, and those convicted would be heavily fined. Later I noticed where one boy was caught, but released on suspended sentence. The city had to pay the "boy informer" \$5 reward, thus teaching the one the sweets of "blood money" and the other that the law wasn't as bad as he expected.

There are many pretty places in the suburban and residential portion of our cities, and in our towns and villages, that tend greatly to beautify them in the eyes of visitors, as well as make them dear to our own hearts. And we prize them the more highly when, as the result of our own work and care, they develop into lovely boulevards, with their flowers, which, as they grow and bloom, seem thus to speak out their thanks for the attention they receive, and a certain sympathy and affection exists between flower and individual.

Only those who have experienced this can understand the annoyance that is felt when, on returning home, one finds that the very plant on which the most care has been expended, that has been the most anxiously watched, that has given the greatest promise of results, has been stolen or uprooted by some vandal's hand. On the street on which I live there are several residents who take a keen delight in keeping their respective lawns and flower beds in beautiful order. My next door neighbor, especially, pays them great attention, giving the most of his spare time to his friends "the flowers."

While chatting with him the other night I stooped to examine a lovely palm, and was surprised to see a lock and chain on it. On enquiry, my friend replied: "I've already had two of my finest plants stolen, and have locked that, as I don't care to run any chances." Another neighbor said: "Well, I had two nice shoots of Boston creeper growing nicely, Mac., and some one pulled them up." Such destruction is wanton, and in a city like Toronto, claiming such enlightenment, it is deplorable.

But is vandalism confined entirely to boys? I think not. To one traveling, as I do, through all parts of the country, the many cases of wanton destruction are amazing. Whether it is the result of thoughtlessness, ignorance, or of maliciousness, I am unable to say, but think it is due to a little of each.

While many may have just cause to complain of the limited first-class accommodation of the O. & Q. and Credit Valley branches of the C. P. R., none can find objection to the style, finish and comfort of the one first-class coach on each train. (To get a seat at all I generally have to take to the smoker). Entering the wash room in one of these cars recently (which, by the way, is compactness itself, having all conveniences, marble slabs, etc.,) I was disgusted to notice that some miscreant had made a scratch across the bevel plate glass mirror, running from side to side and from top to bottom, while on the nicely polished panel of the door some disgrace to the travelling fraternity had pasted a sticker advertising a cheap grade of whiskey. To remove this label would spoil the beautiful finish. I have been in several comparatively new cars where names are scratched on the walls, and in several places the plush upholstery has been slit some inches in length with a knife. Then I've seen car seats that have borne the foot-prints of some individual of great stature, who, prior to boarding the train, had been walking along the tracks and had had the soles of his boots saturated with grease, and who, feeling drowsy, had stretched himself out for a "nap," and, pressing his feet on the back of the opposite seat to be the more comfortable, had thereby left indelible evidences of his presence on the lovely old-gold plush, that would defy all the waves of the seashore to wash them out.

Sailing down the St. Clair River on the SS. City of Toledo, I was not only delighted with the scenery and beautiful sail for which this river is famed, but was also much pleased with the boat and its furnishings. The floor of the cabin was covered with a beautiful dark green Wilton pile, that sunk beneath your tread. At first sight, one instinctively draws back with feelings of

regret that such lovely material should be used to tread upon. These feelings, however, were not prevalent, for during the trip I was awakened from a traveler's "snooze" by an altercation between a woman and the cabin boy. Listening, I found the cause to be that the woman's two little girls had strongly developed the faculty, so often seen in many of their older sisters, viz., the desire to eat, on either boat or train, from the moment they get aboard till packing-up time comes. The mother had given each of the children a generous piece of cake with sugar coating, and if the crumbs that fell from "the rich man's" table for Lazarus' benefit were as generous as those that became the carpet's share, Lazarus must have had a snap. On the other hand, if the crumbs were as rich and heavy as the cake in question I guess Lazarus had a job to keep his liver in a normal condition.

The cabin boy was determined, and ordered her downstairs, she obeying, but with an indescribable look of offended dignity and anger, vowing, as she went, that the children had often eaten cake on boats as good as the City of Toledo. She acknowledged she did not let them eat cake at home in the parlor, but this was different, "only a boat cabin." And on this very thought hangs much of the destruction (thoughtlessly perhaps), which goes on from day to day in our boats, railway cars, stations, hotels and public places, because we do not own them. Because they cost us nothing, their preservation is of no import or concern to us. Men flip the ash off their cigars and throw butts in the corner of their rooms, and, if spoken to, say: "Don't matter, don't belong to me, only a hotel." Girls will thump the piano in a hotel parlor like the drummer in a German band, and excuse themselves thus: "Only an old tin-can of a thing; don't matter, 'tisn't anything like mine." The piano was once other than a tin-can, but too many "don't-matter" people had thumped it before. And so on goes the destruction, either from ignorance, thoughtlessness or bad breeding.

On many of our back country roads some of the old advertising signs may still be seen, which for symmetry and uniformity of design one has but to compare them with the beautiful enamelled signs of to-day to see the marvellous progress that has been made in this line of manufacture. While some may not admire these signs nor acknowledge their utility, there are none, I feel sure, who would not prefer them intact than after some hoodlums or station "bums" had used them as "cock shots" and destroyed every vestige of their original design. These signs are gotten up at enormous cost, are still the property of the advertiser, and have as much right to be

EMPIRE STOVE PIPE.



Only practical, durable, smoke-proof, "Knock Down" Stove Pipe made. Tongue slips easily into fold opposite, then bent down, holds the pipe as solid as a rock.

No profanity required to put these pipes together.

Neatly packed 25 lengths in a crate.

Manufactured by . .

THE THOS. DAVIDSON MFG. CO. LTD., MONTREAL

Patented

ELBOWS, COAL HODS, FIRE SHOVELS, STOVE BOARDS, ETC.

protected as if the owner had each sign under his supervision.

I am asked daily: "Why can we not get tin plate as of yore?" A hand-made pail, people say, of twenty years ago, cost double the price and more than those sold at present, but they would last. "Why can't you make enamelled ware like the old granite ware? That's the stuff; we could recommend that; but present goods are too cheap." This latter reason is very true, but not in the sense intended. The answer to the above is simply "vandalism." To-day we are selling an enamelled pail for the price tin pails sold years ago. To-day granite teapots are cheaper than tin teapots were ten years ago. To-day a preserving kettle is bought for 75 cents that sold at \$2.25 ten years, yes five years, ago. Goods are too cheap, are held too cheap by the purchaser, and consequently are given the usage that all cheap goods receive. When a matron bought a preserving kettle for \$2.25 it was handled gingerly. She looked after it herself, impressed everyone with the fact of its enormous cost, used it on state occasions, and consequently it lasted. To-day at 75c. the domestic manipulator has the handling of it. It only cost 75c. and it gets 75c. treatment, or less.

And while the quality is not one whit inferior to that of years gone by, the treatment has changed, and therefore its powers of duration are immeasurably decreased. If by any possible means we could get people to value an article, not by the price they pay, but by the benefits the article gives, or if we could get them to value the 75c. article from the \$2.25 standpoint, the goods now being made would fully come up to the former standpoint. In every line in which the durability of an article has been increased its treatment has become the harsher, with the apparent intention of testing its wearing qualities. For instance, when steel spiders came out, people hammered them on the stove, threw them about the kitchen, to test their durability, and soon proved that there was an end to the endurance of the steel spiders like anything else, but they fail to realize that that end is near or far, according to the treatment given.

A nickel mining location in Trill Township, north of Worthington, on the C.P.R. branch, the property of J. B. Miller, of Sault Ste. Marie, Ont., was sold on Wednesday last to J. P. Travers, representing a Chicago syndicate, for \$100,000. The syndicate owns an adjoining mine.

TORONTO PLUMBERS' LICENSE FARCE.

The whole question of the plumbing by-law was opened up at a meeting of the Board of Control of the Toronto City Council on Thursday, by the application of a large deputation from the Master Plumbers' Association, headed by Mr. W. J. Burroughes, president of that body. They asked that the city either enforce the bylaw, which requires all persons taking out a plumbers license to pass an examination before a qualified board, or else that the license fee be reduced to \$1 per year. Several members of the deputation spoke, declaring that the \$10 fee did not keep unqualified persons out of the business, as nearly 50 per cent. of those holding plumbers' licenses had never served their time at the trade, indeed it was asserted that a second-hand furniture dealer and also an undertaker had taken out licenses.

Ald. Lamb strenuously opposed the proposal to reduce the fee in consequence of the expense incurred in maintaining a staff of plumbing inspectors. He also thought the Plumbers' Union should be consulted.

An effort will be made to obtain the necessary legislation to compel all master plumbers to pass an examination, and the fee will be retained at \$10.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine

Binder Twine

... OUR ...

Special Amber Shield Brand.

The best value of any twine on the market.

Quantity limited.

Send orders promptly.

TRADE CHAT.

CHARLES ROSS, builder, 142 Gladstone avenue, Toronto, died Sunday at Portsmouth, England, where he was on a visit.

Huron county's apple crop may reach half a million barrels.

The wild berry crop in Manitoba is unusually heavy this year.

Winnipeg has decided to call for tenders for \$900 worth of sewer pipe.

Mr. J. M. Irwin has been elected president of the Galt Board of Trade.

A movement is on foot to start a retailers' branch of the London, Ont., Board of Trade.

Reports from all parts of New Brunswick say the hay crop will be lighter than for many years.

The tenders for supplying Winnipeg with pipe for setting hydrants has been awarded to the Vulcan Iron Works.

The annual meeting of the shareholders of the Sydenham Glass Works, Wallaceburg, Ont., will be held on July 30.

Seven hundred and fifty barrels of cement will be needed for the bridge that is being built in Main street, Winnipeg.

About 40 shareholders of the Sawbill Lake Mining Co. held a meeting at Hamilton on Tuesday night, and a satisfactory report was made to the shareholders.

On Friday, gold to the amount of \$3,030,000 was taken from the sub-treasury, New York, for export. In addition to this sum \$350,000 were withdrawn for shipment to Canada.

J. Hoodless & Son, Hamilton, have received the contract for the interior wood-work and fittings of the new Royal College of Dentistry, being erected in Toronto.

The Stacey Hardware Co., of St. Thomas, having given up the agency of the London Auer Light Co., Mr. J. F. Barker, inspector of agencies, will in future manage the business.

The Ontario Standard Oil Co. have been exceedingly fortunate in striking a large flow of oil about a mile east of Leamington upon the farm of James Foster and Cornelius Quick.

Some idea of the importance of the lumber operations on the Upper St. John, N.B., may be obtained when it is stated that 115,000,000 feet of lumber have gone into the booms at Fredericton.

Moses Knight is seeking to recover the amount of his losses in a fire at his Burk's Falls lumber yards. The London & Globe, the Lancashire and other companies are made defendants.

The collections at the Port of Sarnia for the fiscal year ending June 30, 1896, were \$111,793.56. For the previous year the

collections were \$77,805.04, showing an increase for the year ending June, 1896, of \$33,988.52.

During the past three months Fredericton, N.B., has exported to the United States \$27,000 worth of hemlock boards, \$2,000 worth of hemlock bark, and upwards of \$36,000 worth of shingles.

Among other large wiring contracts the London Electric Co. have secured the work of wiring the whole of the fine block now being erected by Mr. George T. Hiscox, at the corner of Richmond and King streets, that city.

The London Gas Company has decided to build a new \$6,000 main to act as a feeder for the northeastern portion of the city. The main will be an 8-inch one, and the first few loads of pipe were delivered the other morning.

Business is brisk at the smelting works, Hamilton, 700 tons of pig iron having been turned out last week. The pigs are said to be of superior quality, and there is a ready sale for the output, 10 carloads having been shipped one day last week.

The total land sales of the Northern Pacific company during the fiscal year just closed amounted to \$1,641,551. "This is an increase of nearly \$1,000,000 over the land sales of the previous years and is cited as evidence of a revival of business and settlement in the Northwest," remarks The Winnipeg Free Press.

The Dominion Government has given official notice of its intention to extend the time for the free entry of mining and smelting machinery into Canada to July 1, 1897. This gives those interested in mining a year longer to bring in their machinery. Notice to the above effect was received at the Toronto Custom House this week.

The James Smart Manufacturing Co.'s works, Brockville, had a narrow escape from destruction early the other morning, when the oil sheds adjoining the main building caught fire, and were destroyed. Only the splendid efforts of the firemen saved a nasty fire. As it was, considerable damage was done.

As a result of the new agreement between the M.C.R. and L.E. & D.R.R., London has to provide new freight shed, offices and engine house, coal house, etc., at a cost of about \$10,000. This was a feature of the original agreement between that city and the L.E. & D.R.R. It is said the M.C.R. will have the privilege of catering for business between St. Thomas and London.

Forkin & Simpson, Sarnia, have been awarded the contract to construct the pumping house, engineer's residence and intake well on the lake shore for the Petrolea water works system. The diameter of the well is

to be 17 feet, depth 30 feet. Excavating for the buildings commenced Wednesday morning. The work will of course be under the superintendence of Willis Chipman and A. L. McCulloch, C.E.'s.

A Fort William despatch says: The McAnulty Mill Co., of Manheim, Penn, offer to locate here a flour mill machinery manufactory, employing one hundred and fifty men and a roller flour mill of 1,000 barrels capacity, at a total outlay of \$300,000, for a free site, exemption from taxes for ten years, and \$30,000 cash bonus. The Council intend doing all they can to secure this industry.

The City Council of Toronto some time since granted an exemption to McIntosh & Son upon the plant and machinery to be used in their new business of cleaning and grading grain, and the matter was referred to the city solicitor to prepare the necessary bylaw. That official has now reported that, after looking into the question, he is of the opinion that the industry is not a "manufacturing industry," as contemplated by the Act.

A bicycle rifle invented by H. M. Quackenbush, of Herkimer, N.Y., is a novelty in the way of portable arms. Recent hold-ups of bicyclists by highwaymen who go awheel have created a demand for some portable means of defence. The new weapon weighs but 31 ounces and can be used in a variety of ways. The stock is constructed on the skeleton plan and can be used either as a pistol or rifle.

The creditors of Finch & Co., general storekeepers, Aylmer, met at the Rossin House Tuesday. There were representatives from Montreal and Toronto, but nothing was done, awaiting an investigation by Mr. George Kerr, of the legal firm of Kerr, Bull & Duggan. There has been no assignment made in this estate, but there is a little trouble among the creditors, as some of the claims have been paid in full. The liabilities of the estate at present will not exceed \$8,000, and at a meeting to be held the difficulty is expected to be satisfactorily adjusted.

The tendency of the masses has been to rebel against paying \$100 for a bicycle, and predictions have been made for the last three years of a grand smash in prices that would result in the sale of the highest grades of wheels at ridiculous prices. The "crash" has come, but there appears to have been a corresponding crash in the quality of bicycles. Some reductions have been made by the established manufacturers, to be sure, but in spite of the expectation of quick sales and small profits by those who have tried to meet competition, there has been a steady increase in the demand for makes of un-

**THE
"RELIABLE"**

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.

CLEVELAND, OHIO.

THE ...

Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



doubted stability and reputation. It is not to be expected that every manufacturer will go down into the pit to fight for patronage, and there will probably always be \$100 wheels, just as there are different prices in almost any other class of goods, according to quality.—Boston Transcript.

Nicola Tesla, the electrical expert and engineer, was shown the published statement which was telegraphed from Buffalo, to the effect that he had discovered a method for successfully transmitting electricity long distances, and, being asked as to the truth of it, replied: "Yes, I did state that electricity can be transmitted long distances upon a commercial basis over a distance of at least 500 miles. I will stake my reputation and my life upon it. I only qualify it by adding that the amount of power transmitted must be quite considerable."

DROP IN LINSEED OIL.

The weakness which has been so pronounced in the European market is having its effect on the Canadian market. On Tuesday last the home crushers reduced

their price 1c. per gallon, and on Friday (yesterday), the Jobbers' Association met and reduced their prices 2c. per gallon. The prices at outside points are now as follows: Raw, 1 to 4 bbls., 50c. per gallon; 5 to 9 bbls., 49c. Boiled, 1 to 4 bbls., 53c.; 5 to 9 bbls., 52c.

HEAT CONDUCTING POWER OF METALS.

After a thorough investigation of this subject, Herr W. Beglinger has arrived at the following conclusions: The results show that the heat conducting power of the different kinds of iron is altogether different. It is, therefore, of the greatest importance to know the coefficient of the inner heat conducting power. Steel and wrought iron show a more uniform behavior in this matter than cast iron. It is not confirmed that hardening reduces the conducting power of steel by almost one-half, though it may be conceded that hardening will reduce it

slightly. The difference in working, by forging or rolling, showed only in one case, with wrought iron, considerable differences for the conducting power. Casting seems to cause far more irregularities.

Wrought iron showed generally better conducting power than did steel. Herron L. Holborn and W. Wien have compiled a table showing the heat conducting power of the different values. The average value for the different kinds of iron and steel are given. The factor, R, indicates that through a plate of one centimeter thickness at a difference of temperature of 1 degree, for one square centimeter each, a quantity of heat passes which will increase the temperature of R gramme of water by 1 degree:

Copper.....	R equal 0.918
Iron	R equal 0.156
Steel	R equal 0.062 to 0.111
Zinc.....	R equal 0.292
Tin.....	R equal 0.150
Lead.....	R equal 0.079

—Scientific American.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

DISPLAYING BICYCLES.

MUCH has been written about the necessity of hardware dealers displaying bicycles properly, but a trip through small cities and towns will show that a great many merchants have failed to profit thereby, says Stoves and Hardware Reporter. This undoubtedly is the reason why some dealers have found the bicycle business a disappointing one. They have put in five wheels as a starter and have had such difficulty in disposing of them that they have had no encouragement to go further. If a person wishing to buy a wheel goes into a store and finds the dealer's stock of bicycles distributed around behind stoves, under sheiving and in various out-of-way places where they accumulate dust and can be brought forth only at the risk of twisting a wheel or denting the frame, he is not likely to have an exalted idea of the make of bicycle handled, or of the trade in them enjoyed by the dealer. Bicycles are just as worthy a place on a platform by themselves as are stoves, and should receive the same attention to keep them clean and attractive in appearance. A single bicycle mounted on a stand in a window will attract attention, but if the wheels are kept in constant motion the display will be far more effective. This is a simpler matter than many dealers think. An electric motor is best for this purpose, but where it is not practicable other means can be resorted to. The local jeweler can rig up a simple clockwork motor, which will not cost much, but will furnish ample power for the duty required of it. Fasten a wooden disc the size of the rear sprocket wheel to the flange of the hub of the rear wheel. This disk should have two grooves side by side on the edge, making a double pulley of it. Bright, thin wire can be used for the belts and will be almost invisible at times. One wire passes around the pulley and connects with the clockwork motor below. The other belt passes around the other groove and connects with a disk on the hub of the front wheel. The wheel can be decorated with vari-colored streamers if desired. By a little ingenuity a limber-legged dummy can be rigged up and mounted on the wheel.

OIL AT LEAMINGTON.

THE Ontario Standard Oil Co. have been exceedingly fortunate in striking a large flow of oil about a mile east of Leamington, Ont., upon the farms of Messrs. Jas. Foster and Cornelius Quick. The country to the south and west of Leamington is rich in natural gas, and it has always been supposed that adjoining a field of natural gas will be found oil. The company have several gas wells in the gas territory, and began testing the territory east of the

town ostensibly for gas, but hoping to strike oil, which would be a much richer fuel. In the Foster well they struck what must prove a good well. When they got through drilling there was a small flow of gas, and at least a hundred feet of oil in the well. It was then securely capped and little was said but that there was a small flow of gas; but when on Tuesday last they finished the Quick well it was admitted that a good flow of oil was struck. When drilling was commenced upon the Quick well a pipe was run about a mile and a half from the Foster well to supply them with fuel. The bursting of this pipe near Talbot street, about a mile from the supply, let out the secret. Oil was gushing out at a great rate, and a great pool was formed in a small ravine alongside the road, where barrels were going to waste. The pressure required to force this out of the Foster well to so great a distance shows that the well must be a good one. What is called shooting the wells will also greatly increase the pressure. The oil has been declared by an experienced oil man to be far superior to the Petrolea oil and very much like that produced at the American wells. There is no doubt that lots of testing will take place, and it is supposed by those who profess to be experts in oil that the territory lies to the east and northeast of Leamington.

INSTALMENT SELLING.

Dealers selling goods on the instalment plan will be interested in the recent decision of the Ohio Supreme Court. Mrs. Caldwell, of Steubenville, purchased a sewing machine in 1889 for \$55. Payments aggregated \$36.

Because she failed to complete the payments according to contract, the company's agent, in 1891, took the machine, and claimed she had forfeited all she had paid. The Common Pleas Court found for the company. The Circuit Court reversed this judgment, and now the Supreme Court sustains the Circuit Court.

A STUDY IN WIRE.

At a hardware store in a country village the following dialogue occurred:

"Have you any copper wire?"

"Yes, sir."

"How much?"

"Thirty cents per pound."

"How much does this coil weigh?"

"Five-eighths of a pound."

"I'll take it, and also a paper of double tacks. I want to fix a runner for some vines."

"Ah, then you do not want copper wire, for it stretches, and soon your vines will sag, and in time will break down. We have a wire specially adapted for trailing vines, which costs only one-quarter as much as copper, is flexible, and better adapted for your purpose. And you will require something heavier than tacks, which we also have specially for adjusting the wire."

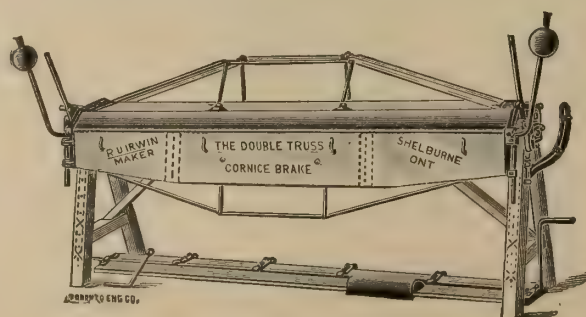
The above indicates a successful salesman. In the instance related the clerk noticed, from the buyer's manner, that he was inexperienced, and with consummate tact stated that they did a large business in fixings to support vines over porches, and therefore he would suggest a change, which the buyer saw at once would save expense, time, trouble and future annoyance. The seller at once won his customer and his confidence.

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO.

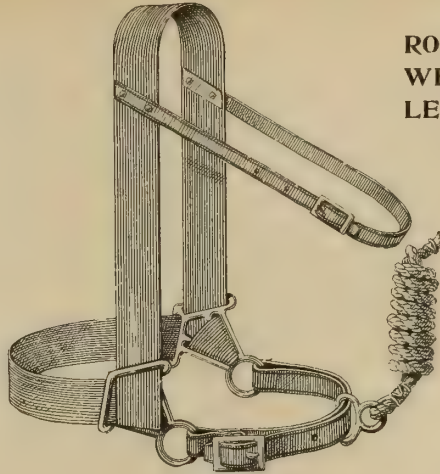
Shelburne, Ont.

HE FOUND AMBERGRIS.

THE little town of Digby is very much excited at present over the finding of some ambergris by Mr. Isaiah Kinghorn, a fisherman, who lives at Granville, a small village across the river from Digby. Mr. Kinghorn was in conversation yesterday with a Telegraph reporter and told the following story of his find. He said he had been rowing along the bay shore at Granville in his boat one day last week, and noticed some "stuff" floating on the water. It looked to him like tallow. He took it into his boat and rowed to his home at Granville, where he tried to boil it down to make soft soap. Failing to do so he threw the remainder of the supposed tallow away. He had about 100 pounds of the material in all, as he estimates, and had only kept about six pounds of it after the rest had been destroyed. He was told that it was a very valuable article and in consequence he brought a sample to St. John, where it was shown to a druggist who offered for it a price which by no means approached its value.

Mr. Kinghorn went back to Digby by the steamer Prince Rupert and took the ambergris to a local druggist who, after close examination, identified it and on looking up the price list found out that it was worth \$35 per ounce. The fisherman's feelings can be imagined when he learned that he had wasted about 94 pounds of the ambergris which, had he kept it, would have brought him for the lot \$56,000. As it is he only has left about six pounds, which will bring him when sold the sum of \$3,660. Mr. Kinghorn left a small piece with the druggist which weighs about 1½ ounces, and the latter will conduct the sale of the six pounds. The sample which was shown to The Telegraph reporter yesterday at the drug store was broken from a lump weighing 42 ounces. It resembles a piece of tallow very much. Ambergris is a solid fatty substance, of a dull grey color, the shades being variegated like marble, and possesses a peculiar sweet, earthy odor. It is a morbid secretion formed in the intestines of the spermaceti whale, and is generally found floating on the sea or on the seashore, and in lumps weighing from one-half an ounce to 100 pounds. The sample is still in the hands of the Digby druggist and will probably be sent to the States where a deal will be made for the whole. It is needless to say that Mr. Kinghorn, who was so lucky in making the find, is being congratulated from all quarters upon his rapid rise on the road of wealth.—Telegraph, St. John, N.B.

New post-offices have been opened in Ontario as follows: Buck Lake, Addington; Clark avenue, Glengarry; Lee avenue, Toronto; Tarbet, North Wellington.



ROPE ...
WEB ...
LEATHER

HALTERS

JUTE AND COTTON SURCINGLES
(Plain and Padded.)

**ALSO SKATE STRAPS
COW BELL STRAPS
ETC.**

Manufactured by

WALTER GROSE, MONTREAL

Catalogues and Prices
on application.

The Northern Belle Gold Mining Co.

Limited.

CAPITALIZATION

1,000,000 Shares - Par Value \$1 - \$1,000,000

Stock fully paid up and non-assessable.

HEAD OFFICE: TORONTO, ONT. MINE: ROSSLAND, B.C.

THOMAS LONG, ESQ., Toronto, PRESIDENT.

HORACE THORNE, ESQ., Toronto, VICE-PRESIDENT.

DIRECTORS—GASPARD LEMOINE, ESQ., Quebec, Que.

J. A. FINCH, ESQ., Spokane, Washington.

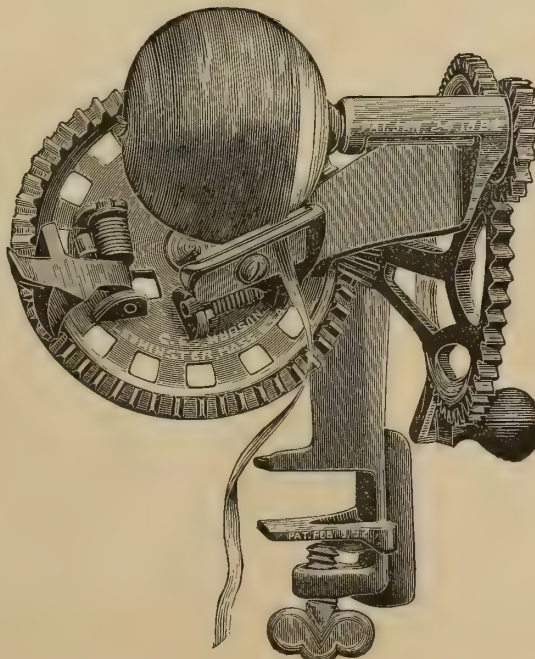
(The remainder of the Directors will be chosen from the Shareholders.)

Stock sheets are now open at our office, and we recommend the investment to our many friends. We have placed in our hands for sale 500,000 shares, which we offer to the public at 7½ cents per share.

PELLATT & PELLATT

AGENTS

36 King Street East - TORONTO, ONT.

**Apple Parers**

**"ROCKING TABLE"
APPLE PARERS,
CORERS AND
SLICERS**

"DAISY"

Hudson's Genuine.

Beware of imitations. Large stocks on hand. We hope to favored with your orders.

**Hobbs
Hardware Co.**

LONDON, ONT.

PERCENTAGE OF PROFIT.

If A buys an article for 20 cents and sells it for 25 cents, what percentage of profit does he make?

THIS question has been submitted to several prominent jobbing houses, whose replies are given below. The matter, we need hardly say, is viewed in a different light by others. A discussion of the question may be of interest and service as calling the attention of merchants to the importance of keeping track of their business and ascertaining definitely what their profits are. We shall be glad to hear from the trade further in regard to the matter. In reply to the inquiry, a well-known house in Pennsylvania writes as follows:

We answer 20 per cent., for, if we sell an article at 25c. and it costs us 20c., we only make 20 per cent. Your theoretical man or college professor, however, will say 25 per cent. But let Herr Professor go into business, make the sale and pay his salesman 20 per cent. commission; we can hear him say: "Donnerwater, dis bizness is not like my books. I make 25 per cent. brofit, mine expenses are only 20 per cent. and yet I have nodings. Vare is my brofit?" And even if in an attempt to find the missing profit he buries his puzzled head in a mighty mug of the national beverage, he will not find it unless he estimates his profits and expenses alike on the same values—viz., on his sales.

Another prominent house answers the question diplomatically in the following terms:

In our opinion he makes 20 per cent. profit on the sale and 25 per cent. on the cost.

A large house in Ohio thus discusses the question, pointing out its practical bearings:

There is certainly room for two opinions as to the proper answer to the question. As you have been kind enough to ask us for our views in the matter, we would answer very promptly that he makes 20 per cent.

Profit and expense in conducting a business must of necessity be figured from the same basis. It is obviously very inconvenient to figure the expense of conducting a business upon the basis of the cost of the goods, as the records which are kept do not give the cost of the goods, but on the contrary their selling price; therefore, if a business of \$100,000 is conducted at an expense of \$20,000, anybody would say that the expense of doing business was 20 per cent. If the amount of net profit obtained from the transaction of this \$100,000 worth of business amounted to \$20,000, it would therefore be proper to say that the profit made was 20 per cent. The difference between the ratio of expense and the ratio of profit always represents the amount of net profit to a merchant, but if he computes one upon

one basis and the other upon another basis he is simply deceiving himself. If it costs him 20 per cent. upon the volume of his business for expenses, then he must make due allowance for this fact in adding the percentage of profit, in order to bring himself a net profit.

We are very glad that you have brought this matter up for discussion, as it is one of considerable importance to the average merchant and one which we have found in our experience is very little understood and appreciated. If you could educate all the merchants of the country up to the point of figuring their profits daily and comparing them with their expense accounts at intervals of, say, one month, we think you will be doing good work for the merchants, as too many of them have not the slightest idea how their business is paying them.

While there is apparently a disposition on the part of the jobbing trade to regard the answer to the question as 20 per cent., the following letter from a house of high standing will be of interest as taking the other view:

We cannot be made to believe that there is more than one answer to the question. The sale at 25 cents of an article costing 20 cents gives the seller 25 per cent. profit. We believe the rule in the Standard Arithmetic governing this is about as follows: "Deduct the cost from the selling price and divide the remainder by the cost price," and you have the percentage of profit.

All the manufacturers, and among them several very prominent in the trade, to whom the question has been submitted, agree upon 25 per cent. as the answer, while most of the jobbers appear to regard the profit as only 20 per cent. How to account for this difference of view we leave to our readers to decide.—Iron Age.

OMNIVOROUS IRONMONGERS.

In the course of a short tour in the south of England recently, I could not avoid noticing the omnivorous appetites—in a business sense—of ironmongers. One made a special line of photographic materials; another of boots and shoes; a third of basket ware; a fourth of spectacles and cheap jewellery; a fifth of electric lighting; No. 6 went in for drapery, millinery, clothing, furniture, boots and shoes and cycles (all with separate windows); No. 7 pushed tobacco and cigars; No. 8 all sorts of ship-tackle and sea-fishing goods; another carpets and bedding; whilst many showed china and glass in great variety. I think the best glass and china window I ever saw out of London was that of an ironmonger.—"Vulcan" in Ironmonger.

BUSINESS CHANCE.

WANTED—JOB LOTS OR ENDS OF HARDWARE, tinware or carriage hardware. Send lists and cash prices. Box 286, London, Ont. (30)

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance**. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

"CANADA'S PRIDE" THE GREAT INDUSTRIAL FAIR AND AGRICULTURAL EXHIBITION TORONTO Aug. 31 to Sept. 12, '96 ENTRIES CLOSE AUG. 8th.

New Departments. Superior Attractions. Latest Inventions. Everything Up-to-date. The People's Great Holiday Outing of the year. **WAIT FOR IT.**

Cheap Excursions from Everywhere.

For Prize Lists and Entry Forms, etc., address
J. J. WITHEROW President
H. J. HILL Manager, Toronto

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

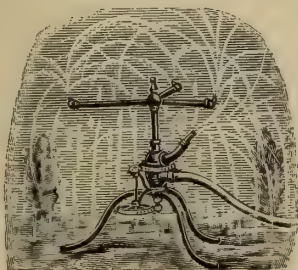
And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors.

TO WHOM HE GIVES CREDIT.

A HARDWAREMAN doing business in the United States writes a contemporary as follows regarding the course he pursues in granting credit :

I never grant credit except to somebody I know is perfectly good, both as to ability to pay and willingness to do so. I take absolutely no chances. If a stranger comes to my place and buys goods, even though he wears a silk hat, he pays cash or goes without the goods. That this works, your readers will see when I tell you that my losses through bad debts last year were only \$33.68. When a man is good, and I know he's good, I let him have credit, but he must pay his bill in 30 days or he has no more credit of me. They usually pay, for they get bill after bill till they do.

I admit that I can work this plan more successfully than any merchant, as I have the largest hardware store in my town, and keep in stock things which none of my local competitors have. Therefore they have to buy of me or go to the city, which is inconvenient. I do not know whether the method would be so successful if I had competitors as large as I am.

Aside from my rigid system of granting credit, I do not know that my store is different from a hundred others. I try to keep an eye on everything. The class of people I deal with is, of course, different from the grocer's customers. Very few women come to my store, for which I might say that I am thankful. I advertise regularly, always by newspapers, never by any other method. One method of which I might speak is the pushing of some specialty. These are as plentiful in the hardware business as in any other. I carry one or more of these specialties in stock constantly and find that they are very profitable. For instance, I introduced a bread knife with corrugated blade here. I advertised it and displayed it in my windows, and find that it attracted some trade for other lines. I believe specialties hold the key to a successful business, but they should always be of a character which is unusual. Ordinary articles can never make successful specialties.

THE WHITNEY GAS CO.

A Boston despatch of July 15 says : " At a meeting of the incorporators of the Massachusetts Pipe Line Co. (gas) to-day, an organization was effected as follows : President, Henry M. Whitney ; treasurer, Frederick Tudor, jr.; directors, Henry M. Whitney, Albert N. Parlin, Henry H. Dimock, Fred. S. Pearson, George B. Harvey, James Phillips, jr., and George H. Towle, clerk. It was voted to call in 15 per cent. of the company's capital stock of \$1,000,000. The subscription books will remain open 30 days from to-day. Mr. Whitney announces that they are at work on the plans for the building of sixty ovens, but they are waiting the completion of the Halifax plant, which is nearly finished."

This is the company, it will be remembered, that received its charter from the Massachusetts Legislature last spring to manufacture gas from Nova Scotian coal.

JOHN WILSON'S

Butcher Knives and Steels Farriers' and Shoe Knives

are the Best in the World.



RICE LEWIS & SON, - Toronto

Brushes

Have you seen

OUR PRICES

for this season ? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Bar Iron and Steel.

Axe and Horseshoe Iron.

AND FACTORIES MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE plumbing trade is experiencing its usual midsummer quietude. Whether it is enjoying it is another thing. The head of one firm told me, however, that he was doing a good deal of work in the way of overhauling and refitting bath rooms, in a goodly proportion of which he was putting porcelain baths.

The Master Plumbers' Association of Toronto met on Monday night. The subject of license fees received some consideration, an arrangements for the excursion to Hamilton on the 31st inst. was advanced a stage.

PLUMBING NOTES.

The trustees of the Southern Congregational Church, London, Ont., have decided to go ahead and build their new church. The building will cost about \$4,500. Moran & Ridge have the contract for the brick work, and the other contracts have not yet been awarded. Mr. Herbert Matthews is the architect.

J. W. Quipp, plumber, Montreal, is offering to compromise at 35c. on the dollar cash.

PLUMBING BY WHEEL.

The action of Indianapolis U.A. Local No. 73 in passing resolutions prohibiting journeymen from riding bicycles to and from jobs during work hours has perhaps created more comment in the daily papers than has any other matter of minor importance in years past. Every alleged excuse which the comic papers have charged plumbers with giving as a reason for tardiness in their work has been rehashed. A number of daily papers got hold of the matter the wrong end first, and charged the master plumbers with objecting to the use of bicycles as a means of locomotion for plumbers, some going so far as to say that the National Association of Master Plumbers had, while in convention in Cleveland, pronounced against the use of wheels.

It is the journeymen and not the master plumbers that are concerning themselves about the riding of wheels during work hours. Every shop has vehicles of some kind for delivering of material and for carrying its workmen to and from jobs, and when a wagon is not handy car-fare is given to the journeyman and his helper, unless the distance is very short, and the amount charged in the bill to the customer. Almost any journeyman who is fortunate enough to own a wheel is willing to ride out and see what is required, or attend to a bit of repairing which requires but a handful of tools, but

in so doing he employs his wheel, which represents so much capital without remuneration for the use of it, not even to the extent of having some repairs paid for when needed, notwithstanding the wheel may have been used in the interest of his employer to a greater extent than for his own pleasure from the time of its purchase. The Indianapolis journeymen have looked into the matter, and all concerned, including the owners of wheels, have decided that it is an injustice to the craft in general to ride wheels to and from jobs during work hours. Local No. 73 has referred the matter to M. J. Cunningham, general secretary of the United Association, who will put the matter before local associations throughout the States.—Sanitary Plumber.

INJECTORS.

It is not practicable to use an injector on more than an 18-foot lift. At this lift the capacity of the injector to handle water is only about 65 per cent. of the amount it can handle on a 2-foot lift. Where the water flows to the injector and it is not called upon to lift the water at all is where it has the greatest capacity.—Heating and Sanitation.

WELDING LEAD.

An ingenious method of welding lead has been recently devised by M. Blondel. The surfaces to be joined are carefully cleaned, and between them is placed a thin layer of lead amalgam. On passing an ordinary soldering iron along the line of junction, the mercury of the amalgam is vaporized, and the lead, set free in an exceedingly finely divided state, fuses and unites the two surfaces together.—Plumber and Decorator.

LEAD VS. IRON FOR SUPPLY AND VENT PIPES.

The following was read by W. Eccles before the Portland, Ore., Master Plumbers' Association and presented to the National Association of Master Plumbers at the Cleveland Convention, June, 1896.

If we consider the question as an engineer would when seeking the most suitable material for his purpose, and divest our minds of all prejudice and consideration of how it will affect our individual interest as plumbers, or the business in general, we will sooner arrive at correct conclusions. If it is truth we are seeking, and not specious argument to bolster preconceived notions, we certainly do so.

In past times, lead was used by plumbers almost exclusively for water pipes and other purposes. It was the chief material a plumber was called on to use, and it was necessary for him to be most skilled in working, to be a success in his business. It was almost considered the only metal fit for that purpose.

Now we find it practicable to fit up the largest buildings in the most desirable manner, with the finest open work, and not use

an ounce of lead pipe. The tendency of the demand at the present time is for substitution of other metals in preference to lead in the plumbing business. This tendency is the verdict of public opinion that condemns lead, and relegates it from the position of primary importance to a secondary one in the plumbing business. We may grieve at this tendency, but it is useless for us to kick against the progress of the times. It is better that we adapt ourselves to the situation, keep in line with all improvements, and not attempt to impede them because they necessarily dispense with the skill we have acquired.

Lead pipe (which was sometimes tinned inside) was formerly considered the most suitable for the conveyance of water from the mains to all vessels used for domestic purposes. It certainly answered the purpose well. The charge of lead-poisoning was sometimes laid to the use of these pipes, but few cases were ever proved. The percentage of people using this pipe suspected of suffering from lead-poisoning was so small as to be of little importance.

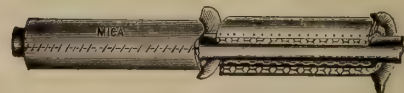
To the Pacific Coast iron pipe came with the early gold-seekers, and was probably used by them as water-pipes, because it required less skill to join and lay them. Black iron pipe was soon found to be useless on account of rusting, but galvanized iron pipe answered better, and was first introduced in small houses for conveying cold water only, and was not considered suitable for hot water at all. As experience showed no objectionable feature in this material, it began to be used in better houses, but for many years iron was used for cold, and lead for hot water. Gradually the use of galvanized iron pipe extended for hot water, until now it is almost the only kind used. Forty years' use on this coast has demonstrated that for supply pipes galvanized pipe is well adapted. The zinc coating has proved a thorough protection, which makes it very durable.

In comparing the several advantages that lead and galvanized iron pipe have when used for water supply, we find that galvanized iron pipe being harder, it is less liable to be damaged by accident, as it is able to resist such accidents as nails being driven against it and the gnawing of rats.

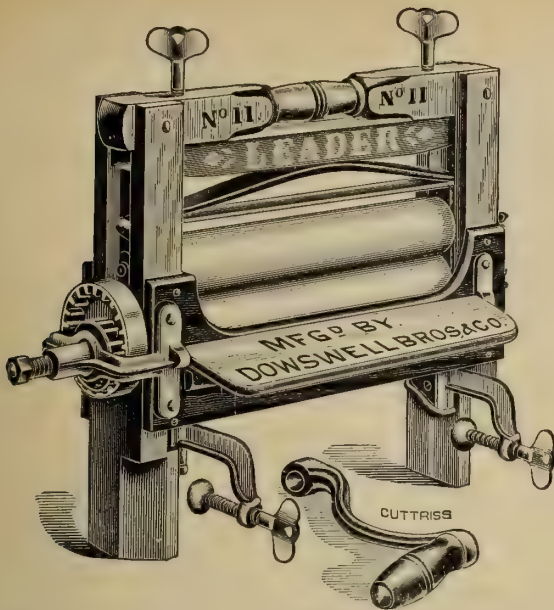
Being stronger, it requires less support, and is never found hanging in festoons. It is seldom broken with fair usage, when once covered up in good condition. It seldom requires any repairs, except when it is burst with frost. It is not injuriously affected by rapid changes of the temperature of the water it carries in any degree above the freezing point, as is lead pipe if allowed room for expansion.

The cost of galvanized iron pipe and the labor needed for its use are less than for

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA



THE NEW Leader Wringer

Eclipses any Wringer ever before the Public.

DRIVEN BY INTERNAL GEAR

Easy to operate

Special grade of Rubber and extra finish throughout

EVERY WRINGER WARRANTED

Write for prices to

W. L. HALDIMAND & SON

Eastern Agents, Montreal

DOWSWELL BROS. & CO.

Hamilton

lead pipe. With the introduction of nickel-plated supply pipes for connections of open work, there disappears the last obvious advantage of lead for supply pipe. Lead pipes are often taken out of houses, to be replaced by galvanized iron pipes, but never the reverse on this coast.

If this be the result of the experiment of using galvanized-iron pipe for supply pipe in a new and venturous section of the country, it only indicates what will be the result in older and more conservative sections of the country. We find plumbers in Eastern cities getting alarmed at the increased use of galvanized-iron for supply pipe, and claiming in the trade papers that it becomes worthless in three or four years; that it rusts at the ends and at other exposed places, and is generally no good. Forty years' extensive experience with the use of it on the Pacific Coast demonstrates that such is not the case. The continued growth of its use from a modest introduction of it as a cheap and convenient substitute, to its present position, when it has driven lead supply pipe entirely out of use, and that too, in face of the hostility of the men who had to work it, proves that it must have merits of no small degree.

When used as waste pipes, iron pipes do not have the same advantages they have as supply pipes. Wrought-iron pipe unprotected by covering is not suitable for vent pipe, and should be discarded for the reason that it rusts quickly internally, which rust soon begins to fall from the vertical portions and closes the bottom of the pipe. Galvanized-iron pipe is better, but it will not withstand the action of sewage or sewer gases, and therefore is not reliable.

Iron pipe dipped in asphaltum and thus protected has no known weakness, and the great success of the adoption of iron-dipped pipe for soil pipe would justify us in expecting equally good results from the general adoption of such pipe for sewer ventilation.

Lead pipe for ventilation has many advantages to recommend it if properly supported and protected. Lead pipe is capable of resisting all chemical action of sewage or gases, and, not being exposed to great changes of temperature, there is little danger of breaking by contraction and expansion,

as is sometimes the case with waste pipes which convey hot water. The smoothness of the interior of lead pipe and its gentle curves, make it most efficient and desirable on account of the small friction which it offers.

COMPRESSED AIR FOR STREET CARS.

The Worcester Gazette tells of the progress of the work on the new system of street cars propelled by compressed air which is going on in that city. It is known as the high-pressure system. The cars run in Europe have a pressure of a little over 400 pounds, while on these it is proposed to have a high pressure of 2,000 pounds to the square inch on the cylinders. This would reduce the size of the cylinders and make it possible to entirely conceal them under the seats. In European lines there are huge tubes carried under the cars, which give an ungainly appearance, add to the weight and increase the chance of accident. Thus far compressed air cars have been charged sufficiently for runs of about 8 miles, while it is proposed to give the storage in these a capacity to run 20 miles without refilling. The charging will only take a minute or two, and it is proposed to have compressed air conduits along the tracks, with hydrants at intervals, so the cylinders can be charged by stopping a moment on the route. The regulator and brake are to be separated as in trolley cars, and will be of such a simple pattern that an ordinary motorman can manipulate them. Instead of using the compressed air for the brakes, as in previous systems, it is proposed to reverse the power when necessary to stop. The motor operated by compressed air follows the steam engine more than an electric motor, but the impulse is given by springs which are squeezed by the air and free themselves. The promoters are satisfied that the element of danger has been eliminated by constructing tough cylinders.

VICTORIA, B.C., BOARD OF TRADE.

These are the new officers of the Victoria Board of Trade: President, D. R. Ker; vice-president, G. Leiser; secretary, F. Elworthy. Council: T. S. Futcher, R. P. Rithet, J. H. Todd, Robert Ward, T. B. Hall, A. C. Flumerfelt, A. H. Scaife, B. W. Pearce, H. C. Macaulay, William Templeman, L. Crease, C. Hayward, E. Pearson, G. A. Kirk and F. B. Pemberton. Board of Arbitration: A. H. Scaife, T. S. Futcher, E. Pearson, J. H. Todd, A. C. Flumerfelt, G. A. Kirk, William Templeton, R. P. Rithet, L. Crease, B. W. Pearce, F. J. Claxton and H. F. Heisterman.

The membership annual subscription has been reduced from \$30 to \$20.

PATENT REPORT.

Marion & Laberge, solicitors and experts, Montreal, report that the following patents have recently been granted to Canadian inventors: 52,744, M. Barsalou, advertising medium; 52,725, W. H. Lawrence, milking apparatus; 52,726, I. Gare, coiled lock nut.

A FIRM RETAILERS OUGHT TO KNOW

The catalogues gotten out by T. McAvity & Sons, St. John, N.B., dealers in machinists' and blacksmiths' supplies, are known to many of our readers. The June catalogue, number 20, is a neat little book of 94 pages. It is attractive in form, being 6 x 2 1/2 inches, and printed on first-class paper. It is a complete list of machinists' and blacksmiths' supplies, and most of them are shown by cuts. The cuts are clear and give a good idea of the various articles. Tabulated price lists accompany each cut. There is lots of information obtainable even for those who have no immediate intentions of buying. Send for one to 13-17 King street, St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W E. COFFEY & CO., general storekeepers, Thornbury, are offering ● to compromise with their creditors at 40c. on the dollar.

F. H. Ross & Co., painters, Victoria, have assigned.

Alex. Scott, lumber, Buckingham, Que., has assigned.

R. Donaldson & Sons, machinists, Montreal, are compromising.

M. R. Davis, dry dock, Kingston, is offering to compromise at 40c. on the dollar.

R. O'Shaughnessey & Co., valises and fishing tackle, St. John, N.B., have assigned.

Thomas McDonald, general merchant, Morrisburg, is transferring property to creditors and obtaining an extension.

John Gardiner, general storekeeper, of Parry Sound, has assigned to J. Knifton. A meeting of creditors will be held on July 24th.

The statement of Benor & Co., general storekeepers, of Havelock, who are offering unsecured creditors 10 cents on the dollar, shows liabilities of \$4,776.61 and assets of \$3,698.

At a meeting of the creditors of Nelson Courtemanche, general storekeeper, of Penetang, held in Assignee Clarkson's office, a statement was presented showing assets of \$17,000 and liabilities of \$3,000. An extension was granted.

The liabilities of Holmes, Moore & Courtwright, manufacturers of staves, Inwood, who assigned recently, are between \$60,000 and \$70,000, and the assets are estimated at \$100,000. The latter consists of real estate, mills, and machinery, staves and live stock. Included in the assets are 1,700 acres of land valued at \$50,000, but mortgaged for \$31,000.

CHANGES.

A. Renaud, hardware, Montreal, is retiring from business.

J. C. Thibeault, tinware, etc., is removing to Brunswick, Maine.

Chantler Bros. have started a general store at Chantler Station, Ont.

The Wortman & Ward Manufacturing Co., London, are applying for a charter.

L. P. Bishop, general merchant, Bishop's Crossing, Que., has sold out to E. R. Webster.

The American Tire Co., Toronto, has been incorporated under the style of the American Tire Co., Ltd.

A. J. R. Bostwick has been registered proprietor of the railway and mill supplies firm of H. R. Ridout & Co.

George Hooper, general merchant, Merivale, Ont., is retiring from business. Isaac

Plunkett is starting a store in the same place.

PARTNERSHIPS FORMED AND DISSOLVED.

M. C. Pink & Co., junk, Toronto, have dissolved.

Proctor & Thompson, lumber, Sherbrooke, have dissolved.

E. J. Brooks, general merchant, Indian Head, Man., has admitted Adam Davidson as partner under the style of E. J. Brooks & Co.

O. McNiece and Chas. Orchard have registered a partnership to carry on business in Montreal as bicycle merchants, under the style of McNiece & Orchard.

SALES MADE AND PENDING.

The stock of Andrew Woods, brushes, Victoria, is advertised for sale.

O. Potter, blacksmith, Porter's Hill, is advertising his business for sale.

The stock of A. H. Tourangeau, general merchant, L'Orignal, has been sold.

The assets of O. E. Bergeron, general merchant, Wolfestown, Que., have been sold.

The stock of Pierre Coutu, saddler, St. Gergoire, Que., has been sold at 16c. on the dollar.

The stock of Emile Briere, saddler, Weedon Station, has been sold at 34c. on the dollar.

Part of the movable assets of Desrosiers & Co., foundry, Louiseville, Que., are to be sold by auction on the 8th prox.

The general stock of W. C. Allison, of Oil Springs, was sold yesterday to Wm. Battle, of the same place, for 40c. on the dollar. The stock was valued at \$967.66.

DEATHS.

N. Dubois, wheelwright, Quebec, is dead.

Celestin Dussault, general merchant, Les Ecureuils, Que., is dead.

John D. Hunton, of J. D. Hunton & Co., hardware, Ottawa, is dead.

HEAVY ORE SHIPMENTS.

A special from Ishpeming, Mich., says the ore shipments from Lake Superior and Lake Michigan points up to June 30 exceeded the heavy shipments of last year by over 500,000 tons. It now appears that the purpose of this heavy shipment was to get rid of the ore on hand and to have nothing left when the slump in prices came, as it has now. All the mines are getting ready to make retrenchment in the matter of mining. The largest is that of the Metropolitan Land and Iron Co., owning and operating the Norrie, east Norrie and Pabst mines, at Ironwood, which have produced about 1,000,000 tons of ore a year for the last five years. After two reductions of the working

force, heroic measures have been taken, and the mines are practically closed, throwing nearly 2,000 men out of employment. Other mines are getting ready to close, and the operators hold out no hopes of reopening. The miners are alarmed at existing conditions.

Consignments Stored in Bond

And shipped, when sold, to proper addresses
Specially convenient for consignments partly
sold in transit.

BLAIKLOCK BROTHERS, MONTREAL**NORTHERN
ASSURANCE COMPANY**

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.**Revenue, \$5,545,000.****Dominion Deposit, \$200,000.**

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.**G. E. MOBERLEY, Inspector.****CAUSES OF FAILURE**

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents**HARDWARE AND METAL, Toronto****PORTLAND
CEMENTS****Best English and Belgian Brands**

Calcined Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

**W. McNALLY & CO.,
MONTREAL.**

WILLIAM HILL

327 St. James Street, MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of Brandraun Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—
Owen Sound Portland Cement Co.
Or—
Shallow Lake, Ont.,
John Lucas, 377 Spadina Ave., Toronto



VanTuyl & Fairbank
Petrolia, Ont.

Headquarters for...
**Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**



**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

ISLAND CITY

Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St. Montreal



DECREASING PIG IRON PRODUCTION

THE Iron Age, in its monthly review says: "While the production of pig iron is falling off quite steadily, the movement is not as pronounced as it should be, since stocks are still accumulating. The weekly capacity of all the furnaces on July 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
July 1, 1896	191	180,532
June 1	194	182,220
May 1,	196	189,398
April 1	200	187,451
March 1,	207	189,583
February 1,	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166

In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and —Anthracite—		—Charcoal—	
	Number	Capacity	Fur'ces	Capacity
	in blast.	per w'k.	in blast.	per w'k.
July 1, 1896	158	174,041	23	6,491
June 1	175	176,749	19	5,471
May 1	180	184,634	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,479
February 1	194	192,375	21	5,085
January 1	218	202,257	23	5,234
December 1, 1895	219	211,565	23	5,232

The position of stocks, sold and unsold, as reported to us July 1, was as follows, the same furnaces being represented as in former months:

	April 1	May 1.	June 1.	July 1.
Coke and Charcoal	602,189	639,050	656,663	684,497
Anthracite	132,425	130,482	130,280	131,375
Totals	744,614	769,532	785,943	815,872

NOVA SCOTIA'S COAL OUTPUT.

A press despatch under date of Halifax, July 16, says: Nova Scotia's export of coal this year will be the largest in its history. Already there has been an increase of 131,000 tons in the shipments from the mines of the Dominion Coal Co., of which 100,000 tons went to the United States from the new shipping port of Louisburg. It is estimated that the shipments for July will be 33 per cent. in excess of the shipments last July.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

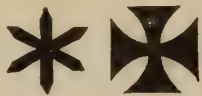
Tire Upsetters

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, July 24, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X. " 6 25
I.X.X. " 7 50
J.R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P.D. Grades—
I.C., usual sizes 3 75 4 00
I.X. " 4 75 5 00
I.X.X. " 5 75 6 00
I.X.X.X. " 6 75 7 00
D.C. 12½x17 3 50 3 75
D.X. " 4 50 4 75
D.X.X. " 5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J.G. Grade
I.C., 20x28, 112 sheets 6 25
I.X., Terne Tin 7 50
I.X., Orion 7 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
14x60, " } 0 06 0 06½
14x65, " }

Tinned Sheets.
26 " 0 06½ 0 06
28 " 0 07¼ 0 07½
Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs Base Price, 1 70
Refined " 2 35 2 60
Horse Shoe " 2 60 2 90
Band " 2 30 2 60
Hoop " 2 30 2 60
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50 2 80
Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 11
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07¼
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

½-inch 2 45
½ " 2 35

¾ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30 2 50
26 " 2 40 2 60
28 " 2 50 2 60

Canada Plates.

All dull, 52 sheets 2 30
Half polished 2 25 2 35
All bright 3 00

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 420, 422, 424, 426, 428, 430, 432, 434, 436, 438, 440, 442, 444, 446, 448, 450, 452, 454, 456, 458, 460, 462, 464, 466, 468, 470, 472, 474, 476, 478, 480, 482, 484, 486, 488, 490, 492, 494, 496, 498, 500, 502, 504, 506, 508, 510, 512, 514, 516, 518, 520, 522, 524, 526, 528, 530, 532, 534, 536, 538, 540, 542, 544, 546, 548, 550, 552, 554, 556, 558, 560, 562, 564, 566, 568, 570, 572, 574, 576, 578, 580, 582, 584, 586, 588, 590, 592, 594, 596, 598, 600, 602, 604, 606, 608, 610, 612, 614, 616, 618, 620, 622, 624, 626, 628, 630, 632, 634, 636, 638, 640, 642, 644, 646, 648, 650, 652, 654, 656, 658, 660, 662, 664, 666, 668, 670, 672, 674, 676, 678, 680, 682, 684, 686, 688, 690, 692, 694, 696, 698, 700, 702, 704, 706, 708, 710, 712, 714, 716, 718, 720, 722, 724, 726, 728, 730, 732, 734, 736, 738, 740, 742, 744, 746, 748, 750, 752, 754, 756, 758, 760, 762, 764, 766, 768, 770, 772, 774, 776, 778, 780, 782, 784, 786, 788, 790, 792, 794, 796, 798, 800, 802, 804, 806, 808, 810, 812, 814, 816, 818, 820, 822, 824, 826, 828, 830, 832, 834, 836, 838, 840, 842, 844, 846, 848, 850, 852, 854, 856, 858, 860, 862, 864, 866, 868, 870, 872, 874, 876, 878, 880, 882, 884, 886, 888, 890, 892, 894, 896, 898, 900, 902, 904, 906, 908, 910, 912, 914, 916, 918, 920, 922, 924, 926, 928, 930, 932, 934, 936, 938, 940, 942, 944, 946, 948, 950, 952, 954, 956, 958, 960, 962, 964, 966, 968, 970, 972, 974, 976, 978, 980, 982, 984, 986, 988, 990, 992, 994, 996, 998, 1000, 1002, 1004, 1006, 1008, 1010, 1012, 1014, 1016, 1018, 1020, 1022, 1024, 1026, 1028, 1030, 1032, 1034, 1036, 1038, 1040, 1042, 1044, 1046, 1048, 1050, 1052, 1054, 1056, 1058, 1060, 1062, 1064, 1066, 1068, 1070, 1072, 1074, 1076, 1078, 1080, 1082, 1084, 1086, 1088, 1090, 1092, 1094, 1096, 1098, 1100, 1102, 1104, 1106, 1108, 1110, 1112, 1114, 1116, 1118, 1120, 1122, 1124, 1126, 1128, 1130, 1132, 1134, 1136, 1138, 1140, 1142, 1144, 1146, 1148, 1150, 1152, 1154, 1156, 1158, 1160, 1162, 1164, 1166, 1168, 1170, 1172, 1174, 1176, 1178, 1180, 1182, 1184, 1186, 1188, 1190, 1192, 1194, 1196, 1198, 1200, 1202, 1204, 1206, 1208, 1210, 1212, 1214, 1216, 1218, 1220, 1222, 1224, 1226, 1228, 1230, 1232, 1234, 1236, 1238, 1240, 1242, 1244, 1246, 1248, 1250, 1252, 1254, 1256, 1258, 1260, 1262, 1264, 1266, 1268, 1270, 1272, 1274, 1276, 1278, 1280, 1282, 1284, 1286, 1288, 1290, 1292, 1294, 1296, 1298, 1300, 1302, 1304, 1306, 1308, 1310, 1312, 1314, 1316, 1318, 1320, 1322, 1324, 1326, 1328, 1330, 1332, 1334, 1336, 1338, 1340, 1342, 1344, 1346, 1348, 1350, 1352, 1354, 1356, 1358, 1360, 1362, 1364, 1366, 1368, 1370, 1372, 1374, 1376, 1378, 1380, 1382, 1384, 1386, 1388, 1390, 1392, 1394, 1396, 1398, 1400, 1402, 1404, 1406, 1408, 1410, 1412, 1414, 1416, 1418, 1420, 1422, 1424, 1426, 1428, 1430, 1432, 1434, 1436, 1438, 1440, 1442, 1444, 1446, 1448, 1450, 1452, 1454, 1456, 1458, 1460, 1462, 1464, 1466, 1468, 1470, 1472, 1474, 1476, 1478, 1480, 1482, 1484, 1486, 1488, 1490, 1492, 1494, 1496, 1498, 1500, 1502, 1504, 1506, 1508, 1510, 1512, 1514, 1516, 1518, 1520, 1522, 1524, 1526, 1528, 1530, 1532, 1534, 1536, 1538, 1540, 1542, 1544, 1546, 1548, 1550, 1552, 1554, 1556, 1558, 1560, 1562, 1564, 1566, 1568, 1570, 1572, 1574, 1576, 1578, 1580, 1582, 1584, 1586, 1588, 1590, 1592, 1594, 1596, 1598, 1600, 1602, 1604, 1606, 1608, 1610, 1612, 1614, 1616, 1618, 1620, 1622, 1624, 1626, 1628, 1630, 1632, 1634, 1636, 1638, 1640, 1642, 1644, 1646, 1648, 1650, 1652, 1654, 1656, 1658, 1660, 1662, 1664, 1666, 1668, 1670, 1672, 1674, 1676, 1678, 1680, 1682, 1684, 1686, 1688, 1690, 1692, 1694, 1696, 1698, 1700, 1702, 1704, 1706, 1708, 1710, 1712, 1714, 1716, 1718, 1720, 1722, 1724, 1726, 1728, 1730, 1732, 1734, 1736, 1738, 1740, 1742, 1744, 1746, 1748, 1750, 1752, 1754, 1756, 1758, 1760, 1762, 1764, 1766, 1768, 1770, 1772, 1774, 1776, 1778, 1780, 1782, 1784, 1786, 1788, 1790, 1792, 1794, 1796, 1798, 1800, 1802, 1804, 1806, 1808, 1810, 1812, 1814, 1816, 1818, 1820, 1822, 1824, 1826, 1828, 1830, 1832, 1834, 1836, 1838, 1840, 1842, 1844, 1846, 1848, 1850, 1852, 1854, 1856, 1858, 1860, 1862, 1864, 1866, 1868, 1870, 1872, 1874, 1876, 1878, 1880, 1882, 1884, 1886, 1888, 1890, 1892, 1894, 1896, 1898, 1900, 1902, 1904, 1906, 1908, 1910, 1912, 1914, 1916, 1918, 1920, 1922, 1924, 1926, 1928, 1930, 1932, 1934, 1936, 1938, 1940, 1942, 1944, 1946, 1948, 1950, 1952, 1954, 1956, 1958, 1960, 1962, 1964, 1966, 1968, 1970, 1972, 1974, 1976, 1978, 1980, 1982, 1984, 1986, 1988, 1990, 1992, 1994, 1996, 1998, 2000, 2002, 2004, 2006, 2008, 2010, 2012, 2014, 2016, 2018, 2020, 2022, 2024, 2026, 2028, 2030, 2032, 2034, 2036, 2038, 2040, 2042, 2044, 2046, 2048, 2050, 2052, 2054, 2056, 2058, 2060, 2062, 2064, 2066, 2068, 2070, 2072, 2074, 2076, 2078, 2080, 2082, 2084, 2086, 2088, 2090, 2092, 2094, 2096, 2098, 2100, 2102, 2104, 2106, 2108, 2110, 2112, 2114, 2116, 2118, 2120, 2122, 2124, 2126, 2128, 2130, 2132, 2134, 2136, 2138, 2140, 2142, 2144, 2146, 2148, 2150, 2152, 2154, 2156, 2158, 2160, 2162, 2164, 2166, 2168, 2170, 2172, 2174, 2176, 2178, 2180, 2182, 2184, 2186, 2188, 2190, 2192, 2194, 2196, 2198, 2200, 2202, 2204, 2206, 2208, 2210, 2212, 2214, 2216, 2218, 2220, 2222, 2224, 2226, 2228, 2230, 2232, 2234, 2236, 2238, 2240, 2242, 2244, 2246, 2248, 2250, 2252, 2254, 2256, 2258, 2260, 2262, 2264, 2266, 2268, 2270, 2272, 2274, 2276, 2278, 2280, 2282, 2284, 2286, 2288, 2290, 2292, 2294, 2296, 2298, 2300, 2302, 2304, 2306, 2308, 2310, 2312, 2314, 2316, 2318, 2320, 2322, 2324, 2326, 2328, 2330, 2332, 2334, 2336, 2338, 2340, 2342, 2344, 2346, 2348, 2350, 2352, 2354, 2356, 2358, 2360, 2362, 2364, 2366, 2368, 2370, 2372, 2374, 2376, 2378, 2380, 2382, 2384, 2386, 2388, 2390, 2392, 2394, 2396, 2398, 2400, 2402, 2404, 2406, 2408, 2410, 2412, 2414, 2416, 2418, 2420, 2422, 2424, 2426, 2428, 2430, 2432, 2434, 2436, 2438, 2440, 2442, 2444, 2446, 2448, 2450, 2452, 2454, 2456, 2458, 2460, 2462, 2464, 2466, 2468, 2470, 2472, 2474, 2476, 2478, 2480, 2482, 2484, 2486, 2488, 2490, 2492, 2494, 2496, 2498, 2500, 2502, 2504, 2506, 2508, 2510, 2512, 2514, 2516, 2518, 2520, 2522, 2524, 2526, 2528, 2530, 2532, 2534, 2536, 2538, 2540, 2542, 2544, 2546, 2548, 2550, 2552, 2554, 2556, 2558, 2560, 2562, 2564, 2566, 2568, 2570, 2572, 2574, 2576, 2578, 2580, 2582, 2584, 2586, 2588, 2590, 2592, 2594, 2596, 2598, 2600, 2602, 2604, 2606, 2608, 2610, 2612, 2614, 2616, 2618, 2620, 2622, 2624, 2626, 2628, 2630, 2632, 2634, 2636, 2638, 2640, 2642, 2644, 2646, 2648, 2650, 2652, 2654, 2656, 2658, 2660, 2662, 2664, 2666, 2668, 2670, 2672, 2674, 2676, 2678, 2680, 2682, 2684, 2686, 2688, 2690, 2692, 2694, 2696, 2698, 2700, 2702, 2704, 2706, 2708, 2710, 2712, 2714, 2716, 2718, 2720, 2722, 2724, 2726, 2728, 2730, 2732, 2734, 2736, 2738, 2740, 2742, 2744, 2746, 2748, 2750, 2752, 2754, 2756, 2758, 2760, 2762, 2764, 2766, 2768, 2770, 2772, 2774, 2776, 2778, 2780, 2782, 2784, 2786, 2788, 2790, 2792, 2794, 2796, 2798, 2800, 2802, 2804, 2806, 2808, 2810, 2812, 2814, 2816, 2818, 2820, 2822, 2824, 2826, 2828, 2830, 2832, 2834, 2836, 2838, 2840, 2842, 2844, 2846, 2848, 2850, 2852, 2854, 2856, 2858, 2860, 2862, 2864, 2866, 2868, 2870, 2872, 2874, 2876, 2878, 2880, 2882, 2884, 2886, 2888, 2890, 2892, 2894, 2896, 2898, 2900, 2902, 2904, 2906, 2908, 2910, 2912, 2914, 2916, 2918, 2920, 2922, 2924, 2926, 2928, 2930, 2932, 2934, 2936, 2938, 2940, 2942, 2944, 2946, 2948, 2950, 2952, 2954, 2956, 2958, 2960, 2962, 2964, 2966, 2968, 2970, 2972, 2974, 2976, 2978, 2980, 2982, 2984, 2986, 2988, 2990, 2992, 2994, 2996, 2998, 3000, 3002, 3004, 3006, 3008, 3010, 3012, 3014, 3016, 3018, 3020, 3022, 3024, 3026, 3028, 3030, 3032, 3034, 3036, 3038, 3040, 3042, 3044, 3046, 3048, 3050, 3052, 3054, 3056, 3058, 3060, 3062, 3064, 3066, 3068, 3070, 3072, 3074, 3076, 3078, 3080, 3082, 3084, 3086, 3088, 3090, 3092, 3094, 3096, 3098, 3100, 3102, 3104, 3106, 3108, 3110, 3112, 3114, 3116, 3118, 3120, 3122, 3124, 3126, 3128, 3130, 3132, 3134, 3136, 3138, 3140, 3142, 3144, 3146, 3148, 3150, 3152, 3154, 3156, 3158, 3160, 3162, 3164, 3166, 3168, 3170, 3172, 3174, 3176, 3178, 3180, 3182, 3184, 3186, 3188, 3190, 3192, 3194, 3196, 3198, 3200, 3202, 3204, 3206, 3208, 3210, 3212, 3214, 3216, 3218, 3220, 3222, 3224, 3226, 3228, 3230, 3232, 3234, 3236, 3238, 3240, 3242, 3244, 3246, 3248, 3250, 3252, 3254, 3256, 3258, 3260, 3262, 3264, 3266, 3268, 3270, 3272, 3274, 3276, 3278, 3280, 3282, 3284, 3286, 3288, 3290, 3292, 3294, 3296, 3298, 3300, 3302, 3304, 3306, 3308, 3310, 3312, 3314, 3316, 3318, 3320, 3322, 3324, 3326, 3328, 3330, 3332, 3334, 3336, 3338, 3340, 3342, 3344, 3346, 3348, 3350, 3352, 3354, 3356, 3358, 3360, 3362, 3364, 3366, 3368, 3370, 3372, 3374, 3376, 3378, 3380, 3382, 3384, 3386, 3388, 3390, 3392, 3394, 3396, 3398, 3400, 3402, 3404, 3406, 3408, 3410, 3412, 3414, 3416, 3418, 3420, 3422, 3424, 3426, 3428, 3430, 3432, 3434, 3436, 3438, 3440, 3442, 3444, 3446, 3448,

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	5 30
Saddlers', per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Glimax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each	5 00	7 50
----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz, dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	4 23	
----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis., 75 and 10 per cent.		
--	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian dis. 25 per cent.		
----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond, 100 ft	15 00	17 00
" 50 ft	8 00	10 00
" 25 ft	4 00	5 00
" 10 ft	2 00	3 00
" 5 ft	1 00	1 50
" 2 ft	0 50	0 75
" 1 ft	0 25	0 37
" 6 in	0 12	0 18
" 4 in	0 06	0 09
" 3 in	0 03	0 04
" 2 in	0 01	0 02

Window, Box Price		
Star, 100 ft	2 50	
" 50 ft	1 25	
" 25 ft	0 62	
" 10 ft	0 25	
" 5 ft	0 12	
" 2 ft	0 06	
" 1 ft	0 03	
" 6 in	0 01	
" 4 in	0 00	
" 3 in	0 00	
" 2 in	0 00	
" 1 in	0 00	

Star, 100 ft	2 50	
" 50 ft	1 25	
" 25 ft	0 62	
" 10 ft	0 25	
" 5 ft	0 12	
" 2 ft	0 06	
" 1 ft	0 03	
" 6 in	0 01	
" 4 in	0 00	
" 3 in	0 00	
" 2 in	0 00	
" 1 in	0 00	

Star, 100 ft	2 50	
" 50 ft	1 25	
" 25 ft	0 62	
" 10 ft	0 25	
" 5 ft	0 12	
" 2 ft	0 06	
" 1 ft	0 03	
" 6 in	0 01	
" 4 in	0 00	
" 3 in	0 00	
" 2 in	0 00	
" 1 in	0 00	

KNIVES.			PLANE IRONS.			SCRAPERS.			Swedes, upholsterers', American (1 to 6 oz.).....			60
Claus, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.....			Box, per doz.....			Swedes, upholsterers', American (8 to 24 oz.).....			66 3/4
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.			Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			Window, patent, per doz....			Swedes, carpet, gimp, lace brush, blued and tinned.....			40
Lightning, per doz.....			Button's Imitation, per doz..			Door, per doz.....			Zinc tacks.....			35
Heath's, 52 1/2 p.c.			German, per doz.....			Sargent's, per doz.....			Copper tacks and nails.....			60
LADLES.			PLUMBS AND LEVELS.			SCREW DRIVERS.			Leather carpet tacks.....			30
Melting, per doz.....			R. & L. Co., dis. 70 and 10 p.c.			Wood, F. H., iron, and steel, dis. 80 & 10 p.c.			Trunk nails, black and tinned.....			65
LEMON SQUEEZERS.			POPPERS.			SCREWS.			Clout nails.....			66 1/2
Porcelain lined, per doz.....			Corn, square, per doz.....			" R. H., " dis. 75 and 10 p.c.			Cigar box nails.....			45
Galvanized, ".....			Per doz.....			" F. H., brass, dis. 77 1/2 and 10 p.c.			Lining nails in papers.....			10
King, wood, ".....			PRUNING SHEARS.			" R. H., " dis. 72 1/2 and 10 p.c.			" " solid heads, in bulk.....			42 1/2
glass, ".....			Hothouse, per doz.....			Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			Saddle nails in papers.....			15
All glass, ".....			Axle.....			Bench, wood, per doz.....			Tinned capped trunk nails.....			15
LINES.			Screw.....			iron, ".....			Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.			
Fish, per gross.....			Awning.....			SCYTHES.			TAPE LINES.			
Chalk, ".....			PUMPS.			Discount, 60 p.c. revised list.			English, ass skin, per doz....			2 75
LOCKS.			Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			SCYTHE SNATHS.			English, Patent Leather....			5 50
Canadian, dis. 50 p.c.			Pitcher spout, 70 to 70 and 5 p.c.			Canadian, dis. 40 to 45 p.c.			Chesterman's, each.....			0 90
Russell & Erwin, per doz....			Canadian cistern, 60 to 62 1/2 p.c. from factory.			SHEARS.			steel, each.....			0 80
Cabinet, ".....			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., japanned, dis. 75 p.c.			THERMOMETERS.			
Eagle, dis. 40 to 42 1/2 p.c.			PUNCHES.			B. & W., N.P., dis. 65 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p. c.			
Padlock, ".....			Saddlers', per doz.....			Seymour's, dis. 60 p.c.			THIMBLES.			
English and Am., per doz....			Conductors, ".....			Etna, dis. 75 to 75 and 10 p.c.			Asbestos, filled, per doz., 35 to 40 p. c.			
Scandinavian, ".....			Tinners' solid, per set.....			Heinisch, dis. 60 p.c.			TIES.			
Eagle, dis. 15 to 17 1/2 p.c.			" hollow, per inch.....			Bristol, japanned, 80 p.c.			Cow, per doz.....			1 25
MAILETS.			PUTTY.			N.P., dis. 70 p.c.			TINNERS' TOOLS.			
Tinsmiths', per doz.....			Bladder, per lb.....			Clauss, full nickel, 60 p.c.			Tinware.			
Carpenters', hickory, per doz.			Tins, lbs.....			" japanned handles, 67 1/2 p.c. off.			Stamped, dis., Assn. list, 80 per cent			
Lignum Vitae, per doz.....			RAIL.			Seymour or Heinisch tailor shears, 15 p.c.			Japanned, prices on application.			
Caulking, each.....			Barn door, per foot.....			SHEAVES.			Pieced, prices on application.			
MATTOCKS.			Sliding door, ".....			Sliding door, per set.....			TRANSOM LIFTERS.			
Canadian, per doz.....			Lanes, ".....			Canadian, dis. 42 1/2 p.c. special brands net price.			Payson's, per doz.....			2 60
MEAT CUTTERS.			RAKES.			SIEVES.			TRAPS. (Steel.)			
Enterprise, American, dis. 25 p.c.			Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.			Wood rim, black, per doz....			Game, Newhouse, dis. 33 1/2 to 35 p. c.			
MINCING KNIVES.			Wood, 25 per cent.			tin, ".....			Game, H. & N., P. S. & W., 62 to 60.10.			
American, per doz.....			RAZORS.			Tin rim, per doz.....			Game, steel, 70 to 70 and 5 p.c.			
MOLASSES GATES.			Geo. Butler & Co.'s, per doz..			" black.....			Mouse, per doz.....			0 35
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			Bokers, ".....			SNAPS.			Rat, per doz.....			1 40
NAILS.			Wade & Butcher's, ".....			Harness, German, dis. 35 to 37 1/2 p.c.			TROWELS.			
Cut Nails (Iron)—			Arbenz's, ".....			Acme.....			Disston's, discount 10 per cent.			
1. Either Canada or American pattern—			Theile & Quack's ".....			Lock, Andrews'.....			German, per doz.....			4 75
Basis—50 to 60 dy.....			Currier's, per doz.....			SOLDERING IRONS.			Brade's.....			5 00
40 dy.....			RIVETS AND BURRS.			Per lb.....			D. & S., discount 35 per cent.			
30 dy.....			4 mos. or 3 per cent. cash 30 days			WROUGHT SPIKES.			TRIERS.			
20, 16, and 12 dy.....			Copper rivets, dis. 50 and 10 per cent.			Discount, 20 per cent.			Butter, per doz.....			6 25
10 dy.....			Iron.....			SPOKE SHAVES.			TWINES.			
8 and 9 dy.....			Tinned and black rivets, 60 and 5 per cent.			Wood, English.....			Bag, Russian, per lb.....			0 21
6 and 7 dy.....			Burrs, iron or steel, 50 and 5 per cent.			Iron, American.....			Wrapping, mottled, per pack.....			0 50
2. American pattern only—			Terms, 4 mos. or 3 per cent. cash 30 days.			Tea spoons, per gross.....			Wrapping, cotton, per lb.....			0 17
From 4 to 5 dy.....			RIVET SETS.			Dessert, ".....			Mattress, per lb.....			0 33
3 dy (lath).....			Canadian, dis. 30, 35 per cent.			Table, ".....			Staging, ".....			0 27
3. Canada pattern only—			ROPE.			Dessert Forks, ".....			Broom, ".....			0 30
From 4 to 5 dy.....			Sisal.....			Medium ".....			VISES.			
3 dy (lath).....			7-16 in. and larger, per lb. 6 1/2			Table ".....			Hand, per doz.....			4 00
3 dy, A.P. fine.....			1/4, 5-16, 3/8 in. 7 1/4			Iron, per doz.....			Bench, parallel, each.....			2 00
Car lots 10c. less. Rebate of 5 per cent. to retailers.			Cotton.....			Steel, dis. 65 to 65 and 10.			Coach, each.....			6 00
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			Russia Deep Sea.....			Try and bevel, dis. 50 to 52 1/2 p.c.			Peter Wright's, per b.....			0 12
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more			Jute.....			STAPLES.			Pipe, each.....			5 50
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			RULES.			Fence, galvanized.....			Saw, per doz.....			6 50
NAIL PULLERS.			Boxwood, dis. 80 and 5 to 10 p.c.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			WASHER CUTTERS.			
German and American.....			Ivory, dis. 37 1/2 to 40 p.c.			American, dis. 25 p.c.			Per doz.....			4 00
NAIL SETS.			SAD IRONS.			STOVE POLISH			Washers "Iron," 40 per cent., 4 months per cent.			
Square, round, and octagon, per gross.....			Mrs. Potts, per set.....			gross. 1/4 gross. doz.			Amer., per doz., 8, 10 and 12 inch.....			3 38
Diamond.....			N.P., per set.....			Scientific Stove Pipe.....			WIRE.			
NETTING.			Dome, Shepard's, per doz....			Varnish.....			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.			
Poultry, 65 and 10 to 70 per cent.			SAD HEATERS.			Scientific Stove Paste (5 lb pails) 60c. each.....			Copper Wire, 10 per cent. rev. list discount.			
OIL.			B. & A. sand, 40 and 5 to 45 per cent.			Scientific Furniture.....			Annealed, annealed and oiled, galvanized 20 per cent. discount.			
Canada refined oil (Toronto).....			Emery, per quire.....			Polish.....			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]			
Carbon safety ".....			SASH CORD.			Scientific Carriage Top.....			Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.			
Canada w. w. ".....			Per lb.....			Dressing, 1/2 pints.....			Broom Wire, per lb.....			0 05 1/2
American w. w. ".....			SASH LOCKS.			Scientific Carriage Top.....			Clothes Line Wire, 19 gauge, per doz. coils.....			3 95
Pratt's Astial.....			Triumph and Morris, dis. 37 1/2, 40 per cent.			Dressing, pints.....			WIRE FENCING.			
McClary's galvan. iron oil can, with pump, per doz.....			Kempshell's, dis. 40, 62 1/2 per cent.			Scientific Enamel Paints.....			Galvanized, 2 barb, 2 1/2 and 5 inches apart.....			3 00
Zinc and tin, dis. 50, 50 and 10.			Canadian, dis. 45, 50 per cent.			Scientific Stove Enamel.....			Galvanized, 4 barb, 4 and 6 inches apart.....			3 00
Copper, per doz.....			SASH "LIGHTS.			Washita, per lb.....			Galvanized, plain twist, all delv'd.....			3 00
Brass, ".....			Sectional, per 100 lbs.....			Hindustan, ".....			Plain twist.....			3 00
Malleable, dis. 25 per cent.			SAWS.			" slips, per lb.....			Steel Staples.....			0 90
PENCILS.			Crosscut, McMillan & Haynes, per dozen.....			Labrador.....			Terms, 60 days, or 2 per cent. in 30 days			
Dixon's, per gross.....			" Empire, McMillan & Haynes, per ft.....			Axe, ".....			Freight prepaid of 1,000 lbs. or over.			
" Carpenter.....			Hand, Disston's, dis. 12 1/2 to 15 p.c.			Arkansas, ".....			WIRE CLOTH.			
PICKS.			S. & D., 40 to 40 and 10 per cent.			Water-of-Ayr ".....			Ordinary, discount 25 per cent.			
Per doz.....			S. & D., dis. 35 p.c. on Nos. 2 and 3.			Scythe, per gross.....			Painted Screen, per 100 sq. ft. 1 50			
PICTURE NAILS.			Hack, complete, each.....			Grind. per ton.....			WRENCHES.			
Porcelain head, per gross.....			frame only.....			TACKS, BRADS, ETC.			Acme, 35 to 37 1/2 per cent.			
Brass head, ".....			SAW SETS.			Cheese-box tacks, blue.....			Agricultural, 70 and 10 to 75 per cent.			
PLANES.			" Lincoln, " McMillan & Haynes, per doz.....			Trunk tacks, black.....			Standard, dis. 60, 60 and 10 per cent.			
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			Whiting.....			tinned.....			Coe's Genuine, dis. 32 1/2 to 35 per cent.			
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			Gurney Scales, 50 p.c.			B.B.B. iron carpet, blued.....			Diamond, dis. 33 1/2 to 35 per cent.			
Bailley's (Stan. R. & L. Co.), 50 per cent.			B. S. & M. Scales, 50 p.c.			B.B.B. iron carpet, bright or blued (in kegs).....			Towers' Engineer, each.....			2 00
Miscellaneous, dis. 25 per cent.			Champion, 60 per cent.			B.B.B. cut tacks (in bulk).....			S. per doz.....			5 80
Bailley's Victor, 25 per cent.			SCALES.			" (in dozens, 8 to 24 oz.).....			G. & K.'s Pipe, per doz.....			6 00
						" 1/4 weights.....			Rurrell's Pipe, each.....			3 40
						" tinned.....			Pocket, per doz.....			1 25
						Swedes, cut tacks, genuine, blued and tinned.....						
						Swedes, upholsterers', genuine.....						

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes

Lumbermen's Hip Boots

Lumbermen's Knee Boots

Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

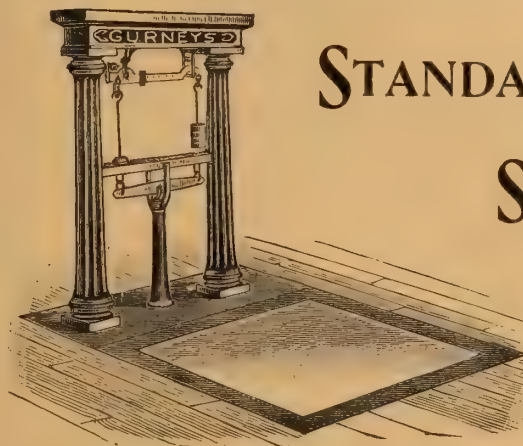
ESTABLISHED 1856

REORGANIZED 1887

The _____

Gurney Scale Co.

MANUFACTURERS OF



STANDARD
SCALES

Hamilton, Ontario.

VAIN REGRETS



avail nothing after the fire has
swept over the premises.

If you equip your store or warehouse
now with a pail that will be never missing,
you may have cause to be thankful.

Our Indurated Fibreware **Round Bot-
tom** Fire Pail can be used "For Fire Only."

Send for prices, terms and discounts

318 St. James St., Montreal

38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg;
James Mitchell, Victoria and Vancouver. Permanent
agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS

OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Simplicity is Perfection

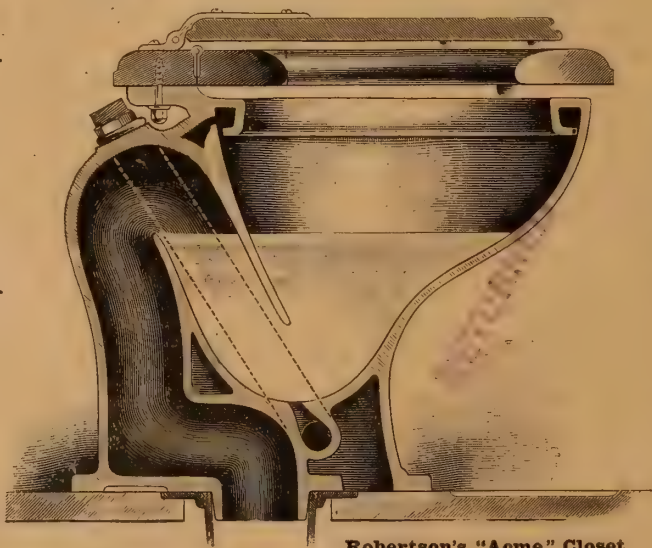
ROBERTSON'S "ACME" SYPHON CLOSET

Is the perfection of simplicity and an excellent substitute for all of the higher priced closets. We guarantee it to be perfectly sanitary.

This closet is
rapidly making
its way
to the front.

We carry a complete line of

**PLUMBERS'
SUPPLIES**



Robertson's "Acme" Closet.

It is giving
uniform satisfaction,
and is the
cheapest closet
on the market.

NO TROUBLE TO
QUOTE PRICES

Telephones
819, 1511

The JAMES ROBERTSON CO. Ltd.

263-285 King
Street West

Toronto

ON TOP—
LANGWELL'S
BABBIT

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, AUGUST 1, 1896

No. 31



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street

New York

Cutlery..

See our samples for Fall Importation.
Good patterns, good quality, good value.
Specially attractive lines in Carvers, with
or without Cases, and Ivoride Table and
Dessert Knives.

A. C. Leslie & Co., Montreal

Western Representative: R. A. Baines, 28 Front St. E., Toronto

Canada's Largest Radiator Manufacturers.

Don't be talked into taking a poor radiator that cannot be repaired without a crow-bar and expensive tools in the hands of an expert mechanic.

Insist upon the Safford. No Bolts, no tools required, no skill needed, anyone can take them apart and rebuild without trouble.

"Safford"

KING OF

Radiators

Are guaranteed in every way to do first-class work and to contain the full surface claimed for them.

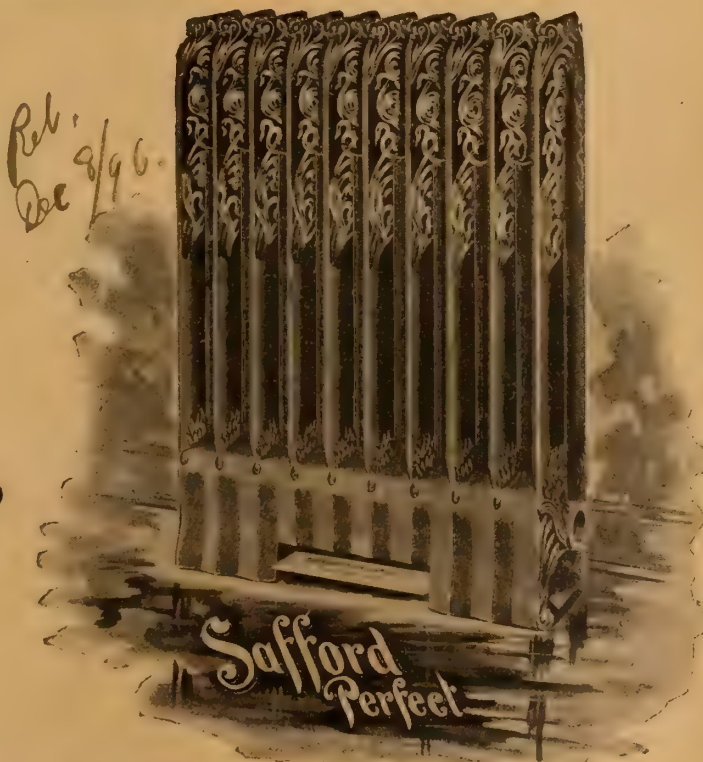
No Bolts. No Packing. No Defects.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited

.. Toronto, Ont.



Savage Hammerless Sporting Rifle

DESCRIPTION OF SYSTEM, MODEL 1895.

RICE LEWIS & SON, Ltd. *Canadian Agents* **TORONTO**



- A—Finger-Lever.
 B—Catch on Automatic Cut-off.
 C—Automatic Cut-off.
 D—Breech-opening.
 E—Breech-Bolt.
 G—Magazine Carrier.
 H—Projection or Receiver for Finger-Lever.
 K—Sear.
 L—Retractor.
 N—Hammer.
 P—Sear Screw.
- WRITE FOR CATALOGUE.**

- R—Trigger.
 S—Trigger Safety Projection.
 U—Recoil Shoulder.
 V—Trigger and Lever Lock.

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
 Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

**The Toronto Steel-Clad Bath
 and Metal Co. Ltd.**

125 and 127 Queen St. East, **TORONTO**

FALL GOODS



Galvanized
 and
 Japanned

Coal Hods

Stove Shovels

Dampers

Patent Stove Pipe
 and Elbows

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, AUGUST 1, 1896

No. 31

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

**The MacLean Publishing Co.
LIMITED**

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

EXPORTS OF MANUFACTURED GOODS.

A STRIKING feature of the United States trade returns for the fiscal year ending June 30th last is the marked increase in the exports of manufactured goods.

The total exports in question aggregated the enormous amount of \$228,489,893. This was an increase of \$45,000,000, or nearly 25 per cent., compared with 1895.

But it is not in comparison with the previous year that the most striking features are exhibited. It is in regard to the percentage of the exports of manufactured goods this year to the total exports of all kinds that this is seen.

As the total exports of all kinds were valued at \$882,519,229, it will be readily seen that the exports of manufactured goods to the total was 26.47 per cent.

The increase is shared in by manufactured goods generally. Copper ingots show an increase of \$4,700,000, and mineral illuminating oil \$13,900,000. Other increases were glassware, uncolored cottons, manufactures of rubber, machinery, saws and tools, sewing machines, iron and steel wire, brass and manufactures, electric and scientific apparatus, builders' hardware, paints and colors.

In Canada we are not as fortunate as they are in the United States in regard to prompt

publication of official returns giving detailed statement of exports. We have, as a rule, to wait several months for the document. We therefore cannot give any figures regarding Canada's exports for the fiscal year 1896. All we can do is to have recourse to the figures for 1895.

Turning to the Trade and Navigation Returns of 1895, we find the total exports, under the heading manufactures, to be \$7,768,875. As the total exports of all kinds are in round numbers \$113,000,000, it means that our exports of manufactures to total of all kinds was only 6.19 per cent. Turning, however, to the Statistical Year Book of Canada, issued by the Department of Agriculture, we find the total exports of manufactures given at \$26,000,000, or equal to 23 per cent. of the total exports of the country.

The disparagement in the returns given by the two authorities is explained by the fact that the compiler of the Year Book includes under the heading of manufactures such articles as ashes, treenails, staves, headings, shingles, shooks and sawn lumber of all kinds, while the Trade and Navigation Returns classifies them as produce of the forest. This latter is the course followed by the United States.

It is obvious that uniformity should exist between the two returns issued by the same Government.

The past year has been one of overproduction in the United States, and as a result more than usually active efforts have been made to push the export trade. The fruit of this is seen in the marked increase of \$45,000,000 in manufactured goods.

HEAPS OF GOLD.

The sea of mountains in British Columbia, after all, appear to be colossal heaps of gold which Nature covered with earth, rock and vegetation for the benefit of nineteenth-century Canadians.

PREFERENTIAL TRADE.

DURING the course of a speech delivered a few days ago the Premier of the Dominion announced himself as an advocate of preferential trade with the United Kingdom.

Whatever may be the ultimate outcome of the movement for preferential trade it is obvious that it is a growing one just now. Whether it will develop to fruition remains to be seen.

In this country we now see both political parties smiling approvingly on the idea. True, in England there is still a strong feeling of opposition to the scheme. But it is chiefly centred in such manufacturing centres as Manchester and Birmingham. Taking the country as a whole, the hearts of the people are, however, softening.

As The British Trade Journal of July 1 last remarked: "At the Congress of 1892 there was much more opposition to differential treatment of foreign produce in the United Kingdom than at the Congress held last month; nor was there any proposal put forward for preferential treatment in favor of British and against foreign manufactured articles in the colonies themselves. In 1892 there was also much more heart in the arguments of the British free-importing body at home than there is now; and it must be remembered that four years ago the motion of Sir Charles Tupper in favor of a differential tariff against goods from outside the Empire was lost by fifty-five votes against thirty-four."

Although at the Congress held in June last no resolution directly favoring the preferential idea was adopted, yet it is beyond question that there was a strong following that would have given such motion their support. The journal we have just quoted declared that: "If we may judge from the number of speeches made in its favor, as against those opposed to it, it seems very

probable that the preferential tariff motion would have carried."

The British Chancellor of the Exchequer, while not committing himself in favor of preferential trade, showed, in a speech delivered about a month ago, that he was at least open to consider the question. "We should," he said, "be wrong to refuse consideration even of theories that might seem crude and immature if we were satisfied that they were propounded with a sincere wish to make what would be a gigantic step in free trade by sweeping away all Customs barriers in an empire which contains three hundred million people."

It is evident that the average Englishman who favors preferential trade does so with the expectation that it will be a means to an end, namely free trade within the Empire. What the future may evolve no one can with certainty say. We know, however, that, as far as the colonies are concerned, and Canada in particular, it will be a long day before we can have free trade pure and simple. Aside altogether from the spirit of protection, we have a revenue to create, and both political parties in Canada concede that, for some time to come at least, the Customs is the most feasible revenue-producing source.

All great undertakings necessarily take time to work out and put into practice. The preferential trade scheme is a great one. It is only within the last few months that it can really be said to have even approached a live issue. Even without taking into consideration the time it will take to arrange details, a year's notice has to be given Belgium and Germany of the abrogation of the treaties of 1862 and 1865, before preferential trade can go into effect. Advocates of preferential trade will therefore have to wait as well as work.

BUILDING PAPER UNSETTLED.

Demoralization appears to have again struck the building paper trade. The understanding among the manufacturers no longer exists, and paper can be had at a variety of prices.

As one dealer put it: "Those who were making a poorer quality of paper found that those who made the better quality were getting nearly all the business."

It is, therefore, a question entirely of quality and weight. In view of this fact it would be well for hardware dealers in all cases where low prices are quoted to insist upon seeing samples before they place their orders.

Jobbers claim that some of the sheeting on the market is not much thicker than ordinary wrapping paper, and is of little or no use for the purpose for which it is designed.

A DEEPER CHANNEL WANTED.

PREMIER LAURIER has been waited upon by President Bickerdike, of the Montreal Board of Trade, in regard to the further deepening and widening of the ship channel between Montreal and Quebec. The following resolutions, adopted by the Board, were submitted to the Premier:

That the size of the ship channel between Quebec and Montreal is proving inadequate for the larger ocean steamships trading to this port, and that during the season of low water last year steamers of the regular lines plying to this port, although of less draught than is contemplated for the steamers of the fast Atlantic service, were unable to pass through that channel when fully laden.

That the indications are that the transatlantic trade will be performed by a still larger class of vessels than now engaged therein, and if Canada is not to lose the proportion of that trade she now secures in competition with the United States ports, the ship channel between Quebec and Montreal must be enlarged to accommodate such vessels.

That the United States Government has for many years been fully alive to the importance of providing for the increasing size of the ocean steamships engaged in the transatlantic trade, Congress having from time to time voted large sums for the deepening and improvement of the harbors of the chief United States Atlantic seaports, and it has recently made additional appropriations for the deepening of Boston, Portland and other harbors to a minimum of thirty feet at low water, with channels one thousand feet wide.

That the Council of the Montreal Board of Trade would, therefore, earnestly impress upon the Dominion Government the great importance to the transportation interests of this country of at once commencing additional work upon the ship channel between Quebec and Montreal, whereby a depth of thirty feet at lowest summer level and a width of five hundred feet at the narrowest point will speedily be obtained, and be available for navigation by night as well as by day.

Mr. Bickerdike impressed upon the Premier the great importance of having canals deepened to 14 feet and the river channel to 30 feet, and that this was vital to the commercial interests of Montreal and the whole of Canada.

Mr. Laurier said he fully recognized the great interests at stake, and promised that the matter would receive the early attention of the Government. The only objection which he saw to the project was the heavy outlay which it would involve, but the Government would take steps to be informed as to the cost.

A QUESTION OF LEASE.

A SUBSCRIBER writes: "We mail you lease to-day. We would like to know how long this holds us. You see it states from one year with privilege of five years. The year is now past, but nothing has been said with regard to continuing for four years. Can we be compelled to rent building for four more years, or does this constitute a yearly lease? In case the landlord wished to dismiss us what time should we be allowed?"

REMARKS: The lease in question is really not a lease at all. Although it is filled out on the regular form it contains no seal, which deprives it of the power of being a lease. By law, therefore, it is really an agreement for a lease. The tenants being in possession, and having remained in possession beyond

the definite period of one year fixed by the document, are entitled to remain for the balance of the period. Another thing overlooked in the document is that no time is fixed when the tenants shall give notice that they desire to continue the lease for the five year time. It is usually stipulated that such notice shall be given at the expiration of ten or eleven months.

THE EDITOR.

COMPLICATED ISSUES.

NEW issues in matters political often complicate old issues. We have an evidence of that in the United States to-day.

McKinley is the recognized high priest of the protection doctrine in the United States. It was because of this that he was nominated at the Republican convention for the Presidency. And it was understood that his election in November next would be followed by a revision of the tariff along protectionist lines.

Although the strength which the silver party has developed during the last few weeks has somewhat shaken the confidence of the Republican party, yet the chances are still in favor of its nominee.

But the prospects for a revision of the tariff do not seem as bright.

Arrayed against the Republican party are Democrats, Silverites and Populists. These three are united in regard to the tariff: they are all tariff-for-revenue men. In regard to free silver they are in favor of it almost to a unit. What prevents them from being a unit is the defection of the sound money Democrats. The Democratic candidate for the Presidency is, of course, an out-and-out free silver man.

With the Silverites free silver is first and foremost. All other questions are secondary. Free silver, in their minds, is the panacea for all trade ills that affect the United States. Whatever strength they may possess in the next Congress, and there is no question they will possess a great deal, will be uncompromisingly in favor of their pet scheme.

With the Republicans, on the other hand, the tariff is of first importance and the currency question nowhere, at least as far as any present change in existing currency conditions is concerned.

Now, it naturally follows that when the two forces meet in Congress the Democrats and Silverites will just as strongly oppose any effort that may be made to raise the tariff as they will fight for the adoption of a free silver measure.

The politicians recognize this, and in Washington they are beginning to talk of a compromise with the Silverites in order to get a tariff measure through Congress.

There is, however, we should think, no prospect of the sound money protectionists

making any concessions, and particularly any that would be sufficient to either win over or satisfy the Silverites of the West and South.

American politics promise to be both aggravating and interesting for some time to come.

A NEW WINDOW SHADE FACTORY.

Some months ago **HARDWARE AND METAL** stated that a movement was on foot to start an independent window shade factory in Toronto. The movement has at last crystalized into a company. It is named the Armitage Manufacturing Co. It will make, in addition to window blinds, oil cloths, linoleums, bookbinders' cloth, etc.

The site of the factory has not yet been decided upon, although matters have progressed so far that samples are being made and orders booked to be filled within the next fortnight.

HARDWARE AND METAL understands that men of both experience and capital are behind the venture.

FAR NORTH STOREKEEPERS.

HARDWARE AND METAL met at Edmonton, Alberta, Mr. A. L. Brick, of the firm of Brick Bros., Peace River. The Messrs. Brick Bros. are sons of the Rev. J. G. Brick, formerly English church missionary at Peace River Crossing. They have been in business eight years, and have a store at Peace River Crossing, 400 miles from Edmonton, and another 300 miles down the Peace River.

In order to reach their trading posts, they have to travel as follows: From Edmonton overland to Athabasca Landing on the Athabasca River, 90 miles; thence up the Athabasca River, 75 miles; up the Lesser Slave River, 60 miles; across Lesser Slave Lake, 85 miles; overland to Peace River, 90 miles, and down the Peace River, 300 miles.

Mr. Brick describes the country as mostly prairie, interspersed with a good supply of timber. Edmonton is their nearest post office and the market where they dispose of their furs. The country is a great fur-producing country, and they reach Edmonton annually in July laden with from ten to twenty thousand dollars' worth of choice furs. These they readily dispose of to the buyers for cash. They then purchase supplies for another year and return, the trip occupying from 30 to 40 days each way.

WANTS A BICYCLE LIVERY AGENCY.

A subscriber writes: "Do you know of any firms who appoint agents to run a bicycle livery for them on commission. We sell wheels, but are sometimes asked to hire them, but we do not wish to hire our new wheels."

REMARKS: Can any of our readers supply the desired information? THE EDITOR.

DROPS FROM THE EDITOR'S PEN.

Relaxation lightens up one's energies.

It is better to die bravely than live dishonestly.

Watch and push is a good motto for business men.

Fates or no fates, a man usually gets what he works for.

Make haste to make friends, but be slow to make enemies.

Have an aim in life if you would not be an aim for failure.

It often costs more to have a thing done carelessly than carefully.

It is a bad sign when a merchant has not a good sign over his store.

The average customer loveth a cheerful server behind the counter.

It is prostituting honeyed words to use them in selling sour goods.

Smile upon the cook if you would have the mistress smile upon you.

Lying is not always telling an untruth; it is sometimes trying to deceive.

Some people appear to think that price-cutting is the portal to riches.

When you get something for nothing it is usually worth all you pay for it.

Many a merchant has lost his own credit by giving too much credit to others.

Push and principle are good paving stones for the pathway of prosperity.

It is nothing to a merchant's discredit when he hangs up a placard, "No Credit."

It is enviable to be a crack shot, but unenviable to be known as a cracked merchant.

The average "drummer" can beat a reveille, but a tattoo is something he knows nothing about.

The boiling point of water is 212 degrees. The boiling point of the average man is less than half that.

It is not by might of ancestors' reputation or by power of present-day friends that a man should rely upon for success in business.

If his own energy and ability are not equal to the task he had better shut up shop.

The bush fires which are raging in British Columbia are not wanted there for the purpose of proving the gold in that province. That was done long ago.

If you have any faults, kill them; if your fellow business men have, bury them—the faults of course.

He who would build up a good business must have good goods and a good character for a foundation.

If there is no affinity between the employer and employe something has got to happen some day.

You cannot learn everything, but that is no reason why you should put a limitation upon your researches.

Merchants that do not attend to their business should not complain if their business does not attend to them.

Build up a reputation with the bricks of your own industry and ability if you would have a lasting structure.

We have all got to go through the school of experience, whether we like it or not. And we have to pay for it too.

The more acquainted a merchant is with his customers the less likely is he to become acquainted with the sheriff.

Should the sound money men of the United States win in the coming presidential election, the name of silver will be "mud."

A merchant may forget to wait upon the children who enter his store, but the parents of these children do not forget the merchant.

Like begets like. Treat a traveler bad and he will not treat you well, full to overflowing as he may be with Gospel precepts.

He is a wise man who always has an aim a little beyond his reach. When a man stops climbing he usually begins to go down.

Many a merchant who has essayed to jump from one business into another has learned that it was into a consuming fire that he leaped.

Attending to business by "fits and starts" does not help the business much, any more than does rowing by "fits and starts" force a boat up a swift stream.

PERCENTAGE OF PROFIT.

If A buys an article for 20 cents and sells it for 25 cents, what percentage of profit does he make?

NEARLY all the letters which we have received during the past week in regard to this question maintain the position that in the above transaction the profit is 25 per cent. The method of reasoning by which those who make the profit only 20 per cent. is, it will be seen, acutely analyzed, and the matter presented in various lights which cannot but be interesting and suggestive. The following communication is, however, written in defence of the 20 per cent. view. It is from a gentleman prominently identified with the wholesale hardware trade:

THE MERCHANT'S MISTAKE.

I note with some interest the correspondence on the subject of "Percentage of Profit" in yours of the 9th inst., and I can well see why manufacturers and jobbers figure on a different basis.

The manufacturer makes it a habit in estimating the cost of any article to add to the cost of the raw material, labor, the percentage of power and all other items of expense which enter into the article, from the raw material to the delivered product, a certain percentage to cover the expense of selling, which includes his clerical force, his salesmen's salaries and expenses of kindred items.

On the contrary, the jobber or dealer seldom adds anything to the cost of the article to cover the expense of doing business, and hence, inasmuch as all his expenses are estimated on the amount of his sales, he is compelled to estimate a percentage of profit on the amount of the sales or else be at a serious disadvantage.

The writer some 20 years ago was a student in an institution whose professor of mathematics was frequently called out as an expert accountant. Late one afternoon a request was made that an expert accountant be sent to the office of a certain commission merchant in this city immediately. In company with my preceptor I undertook an examination of the books of the concern, whose bookkeeper was said to be a defaulter to the extent of some \$10,000 and had that day been arrested on a warrant sworn out by his employer.

Before commencing the detailed work the expert, in whose company I was, questioned the head of the firm as to how he discovered the defalcation. The head of the firm said: "I am handling my entire line at an even percentage of profit; everything in this house has to bring me a profit of 25 per cent. I have been in Europe for six months, during which time we have sold \$200,000 worth of goods at 25 per cent. profit, and hence made \$50,000. Our expense in that

time has been \$36,000, so that we have made a net profit of \$14,000, while my books show that we have made a net profit of only \$4,000."

Upon a little further questioning the expert ascertained that in order to get at this 25 per cent. profit he was making, the merchant alluded to added 25 per cent. to the cost of his goods, and having this matter of 25 per cent. constantly before him, considered that he was always making 25 per cent., and not having the cost price of the goods which he sold constantly before him, he estimated his 25 per cent. on the amount of his sales.

He took away from an innocent bookkeeper his reputation for honesty, as well as cast him into prison. The result was that shortly afterward the bookkeeper was acquitted, and on action for false arrest was awarded \$25,000 damages from this ignorant merchant.

This was a lesson for the student, and from that time to the present I have always added 25 per cent. to my costs when I wanted to obtain a profit of 20 per cent. and I think all others should do the same.

RULE TO ASCERTAIN PROFIT.

The problem is thus treated in its arithmetical aspect by a correspondent in Maine:

Referring to your article headed "Percentage of Profit," I think by the wording of the question, "If a man buys an article for 20 cents and sells it for 25 cents, what percentage of profit does he make?" it is plainly to be understood that 20 cents is the exact cost of the article. On this basis the following simple but sure rule will give the exact percentage of profit, viz.: Divide the cost of an article by the difference between the selling price and the cost, and then divide 100 by the quotient obtained; the result will be the percentage of gain, thus:

$$\begin{aligned} 25 - 20 &= 5 \\ 20 \div 5 &= 4 \\ 100 \div 4 &= 25 \end{aligned}$$

which is the percentage of profit. It will make no difference whether the amount of the transaction is 25c. or \$25,000.

A good rule for marking the selling price of goods so as to give a specified percentage of profit is: For 25 per cent divide the cost by 4 and add quotient to cost. This gives the selling price. For $33\frac{1}{3}$ per cent. divide by 3; for 50 per cent. divide by 2, and so on.—Iron Age.

BICYCLE MAKING IN FRANCE.

The British vice-consul at Dieppe writes: "The manufacture of cycles, which are so much in vogue in France at the present day, was, up to 1874, entirely in the hands of the English, but the demand for them is now so great in France that two or three establishments have been founded in Dieppe and the

neighborhood. The roads in Normandy being so excellent, and the scenery so attractive, numerous English cyclists take advantage of the facilities which the Newhaven route affords them, and members of any English club are permitted to bring their machines in free."

PROCESS OF GALVANIC BRONZING.

By means of a recent French improvement, the process of galvanic bronzing is said to have been made, not only more simple, but capable also of giving every tone from that of barbedian bronze to antique green, governed by the length of time that the copper is allowed to remain in contact with the liquid; after the piece has been scoured it is covered by means of a brush with a mixture composed of 20 parts of castor oil, 80 of alcohol and 40 parts each of soft soap and water. Thus treated, the piece left to itself for a period of twenty-four hours becomes bronzed, and if the duration of the contact be prolonged the tone changes, a very great variety of tones, pleasing in their appearance, being obtainable in this manner. The drying is finally effected with hot sawdust, the only remaining operation being then that of coating the piece with a colorless varnish largely diluted with alcohol, thus insuring work of the finest character.

SMELTER FOR VANCOUVER.

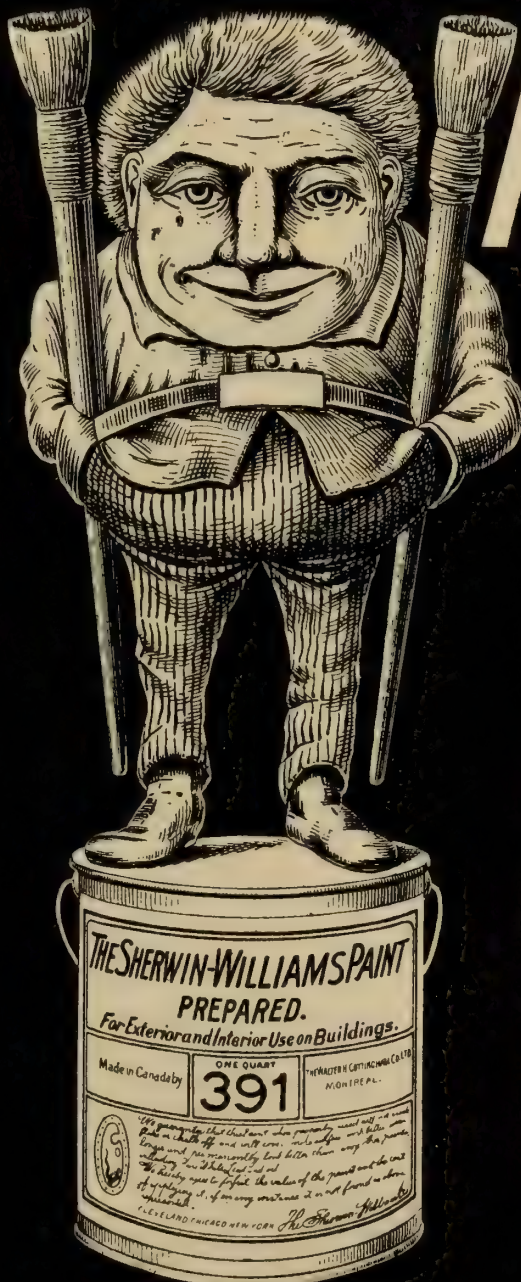
Colonel Tracey, the city engineer of Vancouver, during his recent trip through the Kootenay mining country, collected some valuable data for the consideration of the local civic authorities apropos of the smelter question. His information all points towards the feasibility of erecting a smelter in Vancouver, and also a thoroughly equipped refinery for the purpose of separating gold and silver from the lead, for, as there is at present \$15 per ton duty levied on all ores containing lead shipped into the United States, and also as the demand for the latter metal is very great in both China and Japan, the Terminal City appears to be a most desirable location for the industry. There has been much delay in organizing a proper smelter proposition for the Coast, and those interested are hopeful that Colonel Tracey's report will give the matter a fillip.—The Province.



*Account to
for Bros
Turn 18/6/97*

THE SHERWIN-WILLIAMS

PAINT



PLEASES PEOPLE

THE PRESENT CONDITION OF MOTORCYCLES.

FEW inventions or innovations have attracted so much attention as motorcycles or "horseless vehicles." The public press has been guilty of publishing more arrant nonsense in regard to these machines than on any other mechanical product. In 1894 a prize was offered in France for the best horseless vehicle. The test race was over a hundred-mile course. Somewhere about 100 entries were made, and there were twenty-eight starters. Eleven machines completed the course. Another race was run in France, in July, 1894. The course was 750 miles. Eighty entries were made in this. Eighteen came to the post, and six finished the course. In 1895 The Times-Herald, of Chicago, projected a race. A large prize was offered. Eighty entries were made, and after one postponement six machines started, and three went over the course. In 1896 we have the Cosmopolitan competition. For this there were a large number of entries, but six only started; of these three succeeded in covering the course, but not one without a mishap or assistance. In each and every race all the elements of success were wanting, although a few machines succeeded in going from the starting to the finishing post, and yet in the face of all this we are surfeited with newspaper paragraphs telling of the wonders of the new vehicle and mourning the decadence of the horse. One enthusiast tells us that one out of five of the pleasure vehicles seen in Paris are of the horseless vehicle class. Another proclaims in a London (Eng.) paper that Broadway, New York, is so crowded with motorcycles that travel there in any other way is exceedingly dangerous. There is but one explanation for all this. Certain men interested in the motorcycle are "booming" their pet and hoping for the dollars thereby, and yet not one machine is entitled to be recognized as even a partial success. All run down hill well enough and get along at a good speed over the level ground, but the hills—there's the rub—they can't climb. This little need has been overlooked by inventors. They have been trying for a strong, light and powerful motor—three results that cannot be obtained conjointly. Strength sufficient to carry a load cannot be had without weight, and when there is weight there must be power to move it. When we know that engineers have been cudgeling their brains for the last 50 years to produce locomotives that could draw loads up a heavy grade and have been unable to do more than overcome a 3 per cent. grade, we realize how futile the efforts of inventors to climb grades, such as we find in all parts of the country on our public

roads. Whatever of success may be reached by the horseless vehicle will be by heavy machines over smooth and level roads, and where all conditions are favorable. Winter's snow and sleet, and the heavy, muddy roads of the spring and fall seasons will stand as a permanent barrier against the adoption of these vehicles for pleasure or transportation. It is to be hoped, however, that the inventive genius of the age will succeed in giving us something better than we now have; something that will be creditable, at least, if not thoroughly practical. They did better 50 years ago, and our advice to all who are honestly working for success, is that they refrain from taking part in all shows and competitions until they have demonstrated privately to disinterested parties the feasibility of their schemes.—The Hub.

GOLD IN THE SEINE RIVER DISTRICT

Mr. Edmund Bristol returned last night from a month's visit in the Seine River district. He is most enthusiastic over the prospects of that country, and says the mining prospects are wonderful.

"What's the use of Toronto people going away up to British Columbia?" said he. "The Seine River district is just as rich, and experts say so. In that district there is abundance of gold, and nobody seems to know about it or care about it."

Mr. Bristol showed me a number of specimens of ore which were yellow with the gold in them.

"Those were picked up there," said he, "and you find lots of them there. The Seine River district is 200 miles from the Sultana mines. There are only two mines in operation, and they are doing remarkably well. I tell you it's a regular pie for the man who gets in there in time."—Star, Toronto, July 28.

A NEW STEEL PROCESS.

A new steel process, as described in The London Times, consists simply in preparing pure metallic iron in a state of atomic division, mixing it when thus prepared with whatever proportion of carbon may be desired, and then fusing the mixture in a crucible, the steel prepared in this manner being, it is said, entirely free from any occluded oxides of carbon, while the castings are found to be remarkably sound. This improved process depends upon the fact that if ferric oxide or ferrosferric oxide is heated with finely divided iron out of contact with air and cooled under similar conditions, ferrous oxide is produced, the operation taking place, it seems, at a visible red heat, about 450 deg. C.; but ferrous oxide is reduced to the condition of metallic iron at about 350

deg. C. For a reducing agent carbonic oxide is named as being the best. This may be prepared in any of the water gas machines, using carbonic acid instead of steam, carbonic acid being produced by the action of carbonic oxide on ferrous oxide, and reduction of this oxide is effected in a slowly revolving iron cylinder.

ANTIPODEAN IRON SANDS.

We are so familiar with the process of obtaining our iron ores from deposits by laborious mining operations, that the oft-repeated reference to the extensive iron sands on the shores of Taranaki, in New Zealand, have, no doubt, been received with a good deal of incredulity, remarks Hardwareman. But the fact appears to be that these resources exist, and that the supply is almost inexhaustible. The difficulty has been that the iron cannot be smelted in this form in the blast furnace. Now, however, if it be a fact that a means has been discovered for pressing these sands into an artificially made ore, there is no impediment to the development of a large iron industry in New Zealand, which will be a very material advantage to the Australasian colonies. The ore is stated to be of very high quality, and has been compared to the high-grade Swedish ores, considered so necessary for the production of the fine quality of bars employed in the manufacture of crucible steel in this country. It would be a strange revolution if we were to import bar iron from New Zealand, and probably freights would be prohibitive, but in any case the advantage to New Zealand and the Southern Hemisphere of the development of a local iron industry would be very great.

PAYS 1-300TH PART OF THE REVENUE.

For one firm to contribute one-three-hundredth part of the total revenue of the Dominion is a big thing, yet there is one firm in Canada which claims to do this. And it is a wholesale grocery firm doing business in Hamilton. If we had three hundred such firms in Canada the rest of us could go free.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

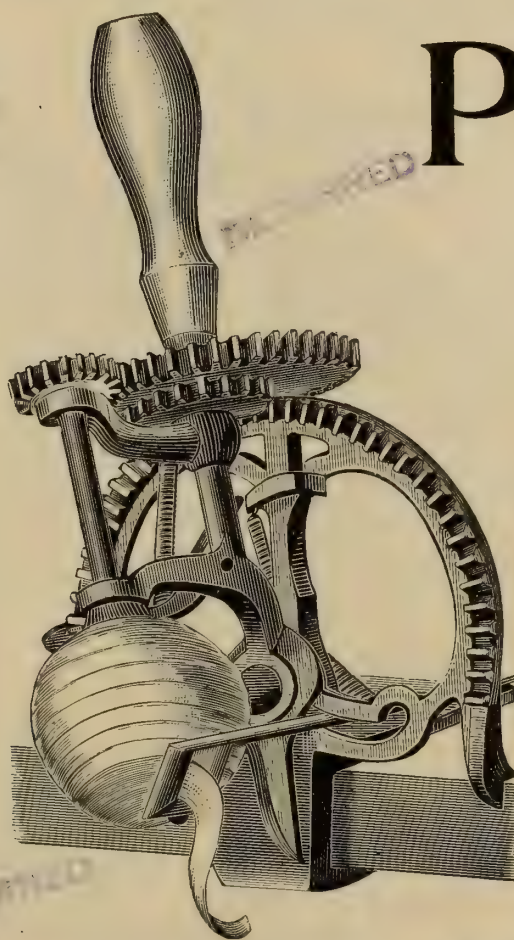
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

... Toronto

Apple Parers

Season
1896



GOODELL'S

New Lightning

FASTEST HAND
PARING MACHINE
IN THE WORLD.

PACKED ONE DOZEN IN BOX
WEIGHT, 47 LBS.



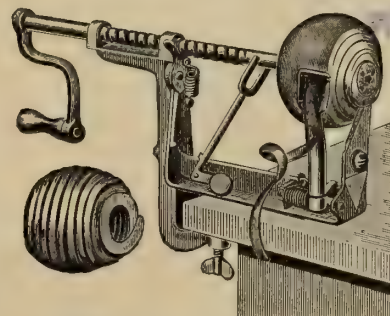
GOODELL'S

Turn Table

STRONG AND
RELIABLE
1 DOZ. IN BOX
WEIGHT, 35 LBS.

OUR

PRICES RIGHT



PARER
CORER
AND
SLICER

WHITE MOUNTAIN

1 DOZ. IN BOX. WEIGHT, 25 LBS.

Guns, Rifles, Revolvers and Ammunition. Axes, Cow Chains, Lanterns, X-Cut Saws and Files

Graham Cut and Wire Nails are the Best.

Send us your orders. Prompt shipments.

H. S. HOWLAND, SONS & CO. - TORONTO

STEEL WIRE

Cow Ties

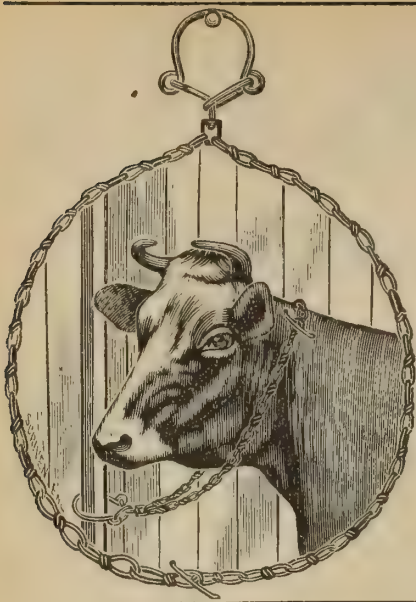
OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895.

Manufactured in four
sizes by . . .

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

The B. Greening Wire Co. Ltd., Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.



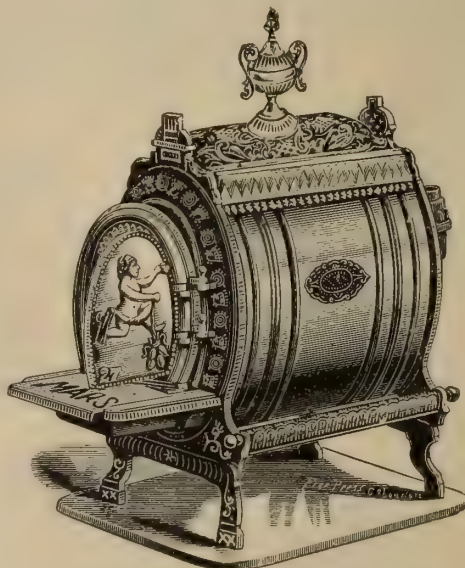
STEEL WOOL.

STEEL wool is an interesting product, the subject of a recent German patent, and is intended for use in all cases where sandpaper, emery paper, pumice stone and materials of a kindred nature are employed, according to Franklin Institute Journal. In bulk it resembles, both in appearance and to the touch, the hair commonly used for stuffing mattresses and chairs. The ordinary by-product known as steel shavings has for many years been used for rough work, in which the coarser grades of sandpaper are used; but the objections to the use of these shavings for the finer work of rubbing down varnish or paint on woods and for polishing metals were the harshness of, and lack of uniformity in, the threads and the edges of the shavings being very sharp, thereby cutting instead of polishing; and, being of many different sizes and shapes, would leave an uneven surface. The idea of making a machine to overcome these difficulties originated years ago in Switzerland with an observing German, who noticed painters gathering the refuse derived from the manufacture of reed for looms, and picking therefrom the finer grades for use in rubbing down wood and metal work generally. Upon examination he found that this residue consisted of flat ribbons of steel, the borders of which were planed off, and before being assorted was an admixture of fine and coarse grades. He discovered two defects in the material: First, it was impossible to obtain any appreciable quantity of a uniform grade, and, secondly, the temper and quality of the steel were such that only indifferent results could be obtained. Eventually he built a machine for the manufacture of shredded steel or steel threads uniformly fine in quantity, but still retaining sufficient cutting propensities, and so delicate in texture that instead of steel shavings he called it steel

wool. Then by carefully studying the temper and quality of steel best adapted to his needs he was enabled to perfect the product. The advantages claimed for steel wool are that it cuts more quickly and uniformly than sandpaper, does not clog or gum, and, being both flexible and perfectly homogeneous, adapts itself readily to the shapes of carvings and moldings.

AN IMPROVED STOVE.

MANY beneficial changes in designs and styles of stoves are being made by the McClary Manufacturing Co., London. Many of their lines have been reduced somewhat in price and new lines



added. Among the changes of note is that on the "Mars" wood heater, which is now made with an ornamental swing top and attractive urn.

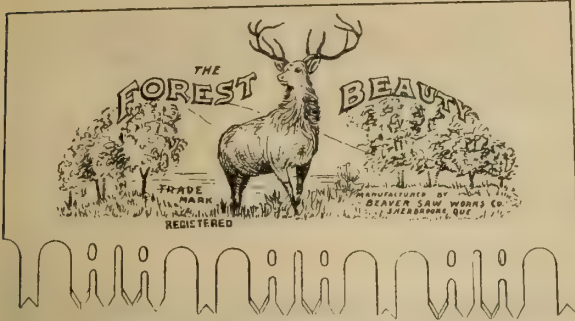
The accompanying cut shows this stove with the changes as mentioned. A new catalogue will soon be out, giving full particulars in changes, in prices, and new lines.

MONOCYCLES FOR FARMERS.

THE monocycle power wagon and others, that have produced the much-used term, "horseless carriages," are lending new vigor to power-impelled hauling apparatus on the Pacific Coast, in the United States, where traction engines have for several years past had a permanent place, even in the mountains, says Cassier's Magazine. Now it is being discovered that the true habitat of the power wagon is on the arid plains of America, and that petroleum gas is the best fuel for this work. Fuel, water and horse feed are all bulky and heavy, compared to oil, and there is great probability of an early use of gas engine freight wagons in the arid California valleys. Thus far all schemes have included more or less tooth wheel gearing and pitch chains, neither of which are desirable elements in a power-driven wagon. The pitch of the chain increases as the joints are ground by the sand, and tooth wheels break because alignment is impossible without rigidity, and rigidity is neither desirable nor attainable. The problem will be worked out, however, in the near future, but not on the lines indicated by modern traction engines. The valleys of California are wide. A railway can be made through the middle, but this is of little use without feeding laterals from five to twenty miles long, reaching back to the foot-hills and up into canyons. Hauling by horses and mules has been beaten over and over again by steam wagons, and these will be excelled by petroleum engines when the subject gains some of the attention now directed to pleasure carriages. Adaptation is the point in all these things, and that is now going on at a rapid pace.

The man who expects to build up a business in a week is likely to be as greatly disappointed as the sons of Noah when they essayed to build a tower to Heaven.

THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.
SHERBROOKE, QUE.

When
you want

BAR IRON

Try
GUELPH.

You will get

Rounds that are round.

Squares that are square.

Flats evenly rolled.

Bands tough, with clean, smooth edges.

The Guelph Norway Iron and Steel Co., Ltd.

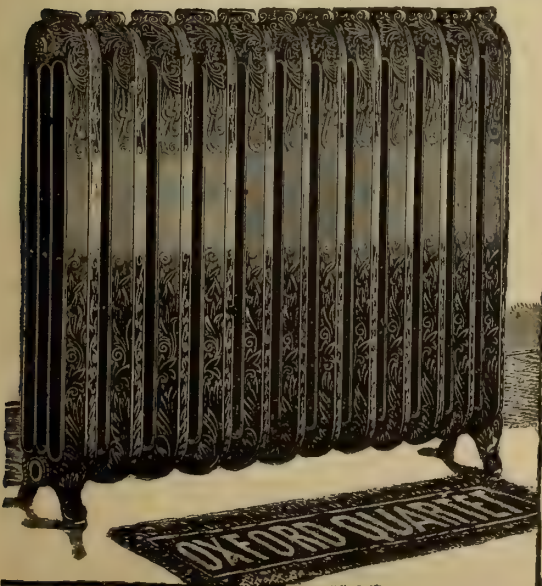
. . . Rolling Mills, GUELPH

The Newest and Best

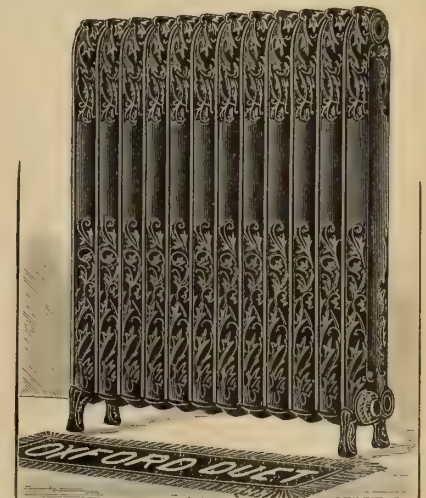
ideas are represented in

"OXFORD" Radiators

FOR HOT WATER OR STEAM



They are made in sizes and
shapes to supply every need
of any building.



Special tapping to suit all connections
with every foot prime heating surface.

They have great heating capacity and
the only perfect joint—iron to iron, with-
out gaskets, so that leaking is an im-
possibility.

The GURNEY FOUNDRY CO. Ltd. - TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL



ESTABLISHED 1860

INCORPORATED 1895

STOVE BOARDS

ELEGANT AND CRYSTALLIZED

Our Stove Boards are made in one piece, with seamless corners, beautifully lithographed designs in different colors that will not fade.

The Thos. Davidson Mfg. Co. Ltd.

Coal Hods, Fire Shovels, Elbows, Etc.

MONTREAL

GOLD IN NOVA SCOTIA.

APPROACHING the old mining town of Goldenville from Sherbrooke we see many new buildings and indications all round us of new life. On the east side of the road is the property of the Bluenose Co. of New Glasgow, and which lately amalgamated with the adjoining property, owned by parties living in the upper provinces. They are now building a new mill of twenty stamps, with all modern appliances. On all sides are to be seen timber, machinery and mining plant. The old mill is pounding away and everything hustles under the management of Arthur McNaughton. This company is also putting up a substantial structure at the west end of their property at the turn of the main road. This building will contain a steam hoist and ample ore bins, and is connected with the new mill by a fine trestle and trolley track one thousand feet in length. When all is finished there will be no lack of quartz for the new mill. At this mine all is activity; nothing mean about the Bluenose; and everything indicates the style of the men who are interested in this property.

At the west end of the village and at quite a distance away is the property and mill of the New Glasgow Gold Mining Co., whose operations are conducted under the manage-

ment of that veteran miner, James A. Fraser. In this mine things are past the preliminary stage, and nothing is heard but the roar of the mill and the steady regular stroke of the compressor. The stream of black smoke shows the fireman is busy, and that wood is not in it, and the quiet pleasant smile of the manager signifies a great deal. The Wentworth Co., of Stellarton, is located between the New Glasgow and the Bluenose Cos.' properties. It is situated on the back of the great anticlinal, and with such good neighbors and equal management should keep up in the race.

This mining village is situated on a plateau about three miles southwest of Sherbrooke. The great anticlinal of the district, and on which all the old and new mining properties are located, stretches for several miles east and west, and the main road of the village is directly parallel with it.

Some 30 years ago this place was a busy mining camp. The old dumps and numerous mining shafts speak for themselves, and statistics show that Goldenville was formerly quite a producer. In its whole history up to and including last year (1895), this district produced and returned a total output of 159,295 tons of gold quartz, and the same returns to the mines office attest to a total yield therefrom of 120,021 ounces of gold.

This is an average of 14 dwts. 5g. to the ton, and at \$19.50 for troy ounces (which is the mint return value of Nova Scotia gold) shows a total yield of \$2,340,425 from this district.

And this was in the age of gunpowder and straw fuse, consequently nothing but rich rock would pay expenses. The experience of thirty years, however, with modern improvements, notably air drills and explosives, under competent management, makes it now possible to pay a profit with rock yielding less than 25 per cent. of the average of former times. It is no wonder then we are now witnessing a revival of gold mining in Goldenville, and seeing the intelligent operator coming into this old district, and with modern appliances reopening old works and abandoned properties. We fully expect before long to see Goldenville becoming a stirring mining town, as gold mining in Nova Scotia seems to have entered upon a new era. With intelligence to manage, money to conduct and honesty to administer the management, gold mining is recognized today to be a legitimate field of enterprise with less risk thereto than some things thought much safer investment.

The returns from the New Glasgow Gold Mining Co., Mr. James A. Fraser, manager at Goldenville, for the past four weeks was 200 oz.—Eastern Chronicle, New Glasgow, N.S.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine

Binder Twine

... OUR ...

Special Amber Shield Brand.

The best value of any twine on the market.

Quantity limited.

Send orders promptly.

PLATE GLASS

(ALL SIZES.)

Full stock of STAR, DIAMOND, DOUBLE DIAMOND
and every description of FANCY GLASS.

Sanderson Percy & Co.

61, 63 and 65
Adelaide St. West,

Toronto

Fishing Tackle For a Song

See the bargains we are offering. Our stock is going fast and those wishing
to take advantage of our

CLEARING OUT SALE

Must do so at once. All our stock must be sold before moving, and our prices are 50 per cent. lower
than you can get the same goods for elsewhere. Parties ordering by mail can depend on getting just what
they want or we will cheerfully refund their money. We are without exception the Largest Sporting
Goods House in Canada.

The R. A. McCREADY CO. Ltd.,

Temporary Premises 219-221
Yonge St., cor. Shuter
and Yonge,

Toronto, Ont.

Apple Parers

Baldwin

This Parer has all the latest improvements;
will pare apples of any size and shape, and re-
move them from the fork automatically.

It is one of the best and fastest selling parers in the market.

ONE DOZEN IN A CASE.

Daisy

Splendid Cheap Line.

White Mountain

(Apple and Potato.)

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 31, 1896.

HARDWARE.

THE week has exhibited rather more activity in shelf and general hardware, but the orders are all for small lots. The volume of business, therefore, is still limited, which is the chief cause of complaint, though there is more activity. Shelf goods of all kinds have been the goods to receive attention, orders coming in for screws, bolts, rivets and burrs, horseshoes, horse nails and cut and wire nails, while apple parers, cutlery, sporting goods, freezers, etc., etc., have all received fair attention.

PLAIN WIRE—Business in plain wire is quiet. Demand is not brisk. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—A few small orders only are noted. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—There has been a fair demand for cut nails, but of a moderate character. We quote \$2.75 f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There is a quiet jobbing trade in wire nails. We quote discounts 70 and 10 f.o.b. Montreal for Quebec, and 70 and 5 in Ontario, freight prepaid on 10-

keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—Business has been rather better in these this week. Discount is 50 per cent.

HORSESHOES—There has been more enquiry for these. We quote: Iron \$3.50, and steel \$4.75 to \$5.75.

PRESSED SPIKES—A fair demand is noted for these. Discounts range from 30 to 35 per cent.

SCREWS—A few orders for these have been booked during the week. Discounts are: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

TACKS—There has been a good jobbing demand for tacks this week.

BRASS AND COPPER WIRE—Business is very quiet. Discount the same, at 12½ per cent.

CARRIAGE BOLTS—Orders for these are more numerous. Discount 60 per cent.

IRON RIVETS—There is a fair volume of orders for both rivets and burrs. Discounts now are: 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—A few small orders are noted. Discount 50 per cent.

BINDER TWINE—Demand is governed strictly by actual wants. Nett price on spot ranges from 6¼ to 7¼c.

ROPE—No change is to note in rope at the moment. We quote: Sisal, 7c. for

7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is no life in this line. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Business is picking up in cutlery, but orders are not for large quantities.

SPORTING GOODS—The movement in this line is on the increase, both guns and ammunition being asked for.

APPLE PARERS—There has been a good demand this week for apple parers, which have been selling freely at \$5 per dozen up.

PLUMBERS' SUPPLIES—These continue without new feature.

GREEN WIRE CLOTH—No business doing and prices the same at \$1.50 to \$1.60.

CHAIN—The same as noted last week.

ICE CREAM FREEZERS—There has been a good demand for freezers, especially for the medium and smaller sizes. We quote \$1.40 to \$7.

CHURNS—Dull and unchanged at 70 per cent.

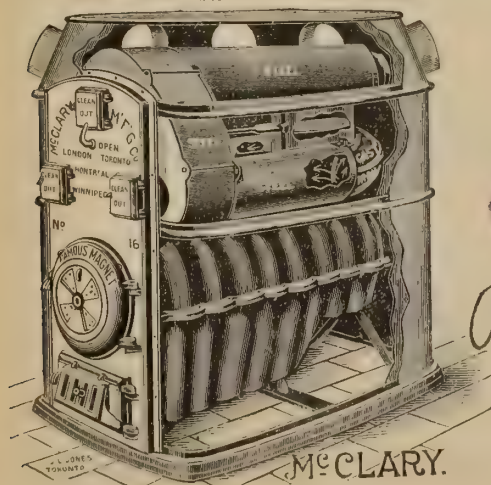
CLOTHES WRINGERS—Orders are confined to small lots.

TOOLS—Harvesting implements chiefly in small sorting lots is the only trading in tools to note.

AXES—Unchanged. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5 50 per doz.

BUILDING PAPER—Quiet, as before. We quote: Plain, 30 to 35c.; tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—There is no change in this line. We quote: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.



The "FAMOUS MAGNET" Wood Furnaces

RETURNED
August 11. 1896
T.A.D.

Each season increases their popularity.

Their immense heating power, economy in fuel and ease of management commend them to all. We will this season make them in eight sizes—Nos. 12, 14 and 16, with three steel cylinders in radiator, Nos. 112, 114, 116, 17 and 19, with four, giving a line suitable for all conditions.

We can gladly refer you to every buyer who has handled them, and it will pay you to investigate their merits.

The McClary Mfg. Co. Ltd.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of

MONTREAL



For.....

Hoisting Mining
Elevators Semaphores
Guys, etc. ...Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

MILLIONS

We make millions of horse nails yearly; each one of which has been carefully sorted and examined by experienced sorters to discover any defects. All our nails are warranted perfect, and may be exchanged free of cost, if found otherwise. They are the most economical to use, as there is not a bad nail to be found in any of our boxes bearing our "C" brand and name.

CANADA HORSE NAIL CO.
Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated

Authorized Capital, - \$5,000,000
Subscribed Capital, - - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address

The Peoples Building and Loan Association
Molson Bank Buildings, LONDON, ONT.

FIREBRICKS—As they were, at \$16 to \$22 per 1,000 as to brand.

METALS.

Heavy iron and metals have furnished few features and no changes of importance. Stocks of Canada tin and terne plate, which are light with most jobbers, are firmly held. There are fresh supplies ordered, however, and as soon as these arrive the present temporary tension will be relieved. As it is, it is not felt very much, present wants being of a moderate character.

PIG IRON—Quiet but firm. Round lots of Summerlee and Carron have sold at \$19 to \$19.50. Nova Scotia brands range from \$16.50 to \$17.

BAR IRON—There has been some enquiry for bar iron, which ranges from \$1.55 to \$1.60.

HOOPS AND BANDS—There has been some enquiry for small lots of band iron. The basis is unchanged at \$2.30.

SHEET STEEL—Quiet, but some orders are noted from carriage manufacturers. We quote \$2.50 to \$2.75.

SHEET IRON—Jobbing lots of black sheets have been moving to a fair extent. Values are unchanged at \$2.60 to \$2.75.

TINNED IRON—As it was last week, on the basis of \$5.75 up to 24 gauge.

LEAD PIPE—Demand is strictly confined to small lots, while prices are steady at 7 to 7½c., with 30 per cent. off.

PIG LEAD—Very little business doing. We quote: \$3.25 to \$3.35.

GALVANIZED IRON—Aside from the placing of some import orders, business is quiet. Queen's Head has sold at \$4.25 to \$4.50, but Lion brand is firm at \$5.50.

INGOT TIN—Featureless, but steady at 16½c.

INGOT COPPER—Business quiet, but prices are rather steadier at 12½c. to 13½c.

SHEET COPPER—A few small lots at 16c. have been the only business noted.

IRON PIPE—Demand quiet, with discounts 50 to 70 and 10 per cent. off.

CANADA PLATES—Stocks are light with most jobbers and prices are held steady. Requirements, however, are not excessive and prices range from \$2.25 to \$2.30.

TIN PLATES—Remarks regarding Canada can be repeated in the case of tin plates. We quote: Cokes, \$2.75, and charcoal \$3 to \$3.25.

TERNE PLATES—Import orders are again noted for terne plate, while spot business is quiet, but prices are firm at \$5.75 to \$6.25.

SOLDER—A fair jobbing demand is noted at 11½ to 13c.

SHEET ZINC—Without change at 5 to 5½c.

SPELTER—Business dull, but prices steady at \$4.50 to \$4.75.

ANTIMONY—Featureless at 10c.

FOR SALE

70 doz. empty Hand Grenade
Fire Extinguisher Bottles for
refilling, 20c. per doz.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

GLASS.

Advices from abroad continue firm on window glass, but there is no change. We quote: \$1.30 for first break, \$1.40 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The week has been fairly satisfactory, though the volume of business has been somewhat lighter. Paris green is now off the market, and no other change of importance is to note.

WHITE LEAD—There has been a fair enquiry. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Quiet and steady. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Current quotations remain the same, with a moderate call.

PARIS GREEN—Business is over, only a few small lots moving this week.

LINSEED OIL—Easy in feeling, but not quotably changed. We quote: Raw, 50c.; boiled 53c., with 1c. rebate for five-barrel lots.

TURPENTINE—Quiet and unchanged at 39c., less 3 per cent. 30 days.

SHELLAC—Dull at the decline. We quote: Pure orange, \$2; white, \$2.25.

CASTOR OIL—Continues easy in tone at 7½c.; case lots and smaller quantities 8c.

NAVAL STORES—As they were last week: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The market for heavy chemicals furnishes little change and business is quiet. We quote: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

Without change and business quiet. We quote as follows: Canadian refined, in car lots, 15½c., 20 barrels 16c., smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and

21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Values unchanged, with little activity, at 4 to 6c., as to grade.

ASHES.

There has been a decidedly weak feeling in ashes, and prices have declined 20 to 25c. per 100 lbs. This weakness is due principally to the receipts having increased fully 80 per cent. during the past two months, as compared with the same months last year. The impression is that prices have touched their lowest point for the present, and a reaction is now looked for. The demand from abroad is fair, and a moderately active business is doing. We quote: Firsts, \$3.30 to \$3.40; seconds, \$3.05, and pearls, \$4.50 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Lewis Bros. & Co. report an excellent demand for Goodell's apple parers, both in the "Turn-table" and the "White Mountain" corer and parer varieties. Trade would do well to write for prices.

The Warren Scale Co. have just issued a new catalogue. The jobbing trade in Montreal are having a fair sale of these goods.

Lamplough & McNaughton, St. Sulpice street, Montreal, have just received a lot of new illustrated catalogues from the Ralph Temple Cycle Co., of Chicago, for 1896. The trade can have them forwarded by mail free on application.

Caverhill, Learmont & Co. have been pushing their new agency, Magnolia metal, during the past fortnight. The merits of this metal are well known, and the firm's travelers are not likely to experience much difficulty in placing it where it is wanted.

ONTARIO MARKETS.

TORONTO, July 31, 1896.

HARDWARE.

NO material change has taken place during the week. Business is still quiet, as may naturally be expected with nearly all the travelers on their holidays. The slight improvement noted last week in the demand for wire nails has been maintained, although, at the same time, the volume of business is light. As is usual at this time of the year, there is practically nothing doing in fence wire. A slightly improved demand is to be noted for horse nails. A good trade is still being experienced in carriage bolts. An exceptionally good demand is reported for rivets and burrs. An improved business is reported in belting. Apple parers are going out well. A few good orders have been received for sporting goods, and cutlery is beginning to show some signs of an improvement. A

little better demand is to be noted for ice cream freezers. Clothes wringers, on the other hand, are less wanted than they were. The trade is beginning to book orders for tinware in fall specialties.

ORDINARY FENCE WIRE—Quiet and unchanged. Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Business is practically at a standstill. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—The slight improvement noted last week appears to have been maintained, quite a number of orders having been received during the week. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

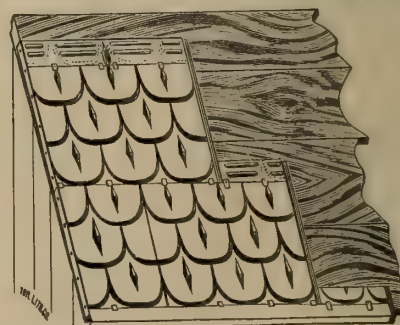
CUT NAILS—Business is only moderate. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade shows slight improvement. Discount is unchanged at 50 per cent.

HORSESHOES—A number of enquiries have been received during the week, both for iron and steel, and particularly the lat-

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

**THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.**

ter. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—There is no falling off in the demand. On the contrary, business is a little better than it was a week ago. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Business is steady at the recent advance. Discount 10 to 12½ per cent.

CARRIAGE BOLTS—Are still going out freely. Coach screws are also in better demand. Discount 60 per cent.

RIVETS AND BURRS—The demand is exceptionally good, both for pure copper and coppered iron. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55, 5 and 12 per cent.; copper rivets, 50 and 10 per cent.

BINDER TWINE—The conditions are much as before. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. Rebate of ½c. per lb. on 50 ton lots.

ROPE—Prices are quoted ½c. per lb. lower. While trade in manilla is slow, there has been a fair demand for sisal in sizes varying from ¾ to 1 inch. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—The demand is even better than it was a week ago, both in leather and rubber. We quote discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Business is beginning to pick up, and as stocks are light throughout the country, a fair trade in cutlery is looked for.

APPLE PARERS—Trade is active and jobbers anticipate a much larger business than a year ago in this line. Ruling prices are from \$3.75 to \$5.25.

SPORTING GOODS—Some good orders have been received this week for general lines, including cartridges, guns, shot, shells and powder. In general, however, business is quiet.

PLUMBERS' SUPPLIES—There is scarcely anything doing.

ICE CREAM FREEZERS—Are in a little better demand, but jobbers do not anticipate that they will be able to dispose of all their stock. We quote: \$1.40 to \$7, according to capacity.

CHURNS—Trade continues fair. Dis-

Corrugated Galvanized Iron

Any size sheets up to
96 x 33 inches.

**ROOFING
SIDING
CEILING AND
FENCING**

NOW IN STOCK
22, 24 and 26 Gauges

**QUALITY UNEQUALLED
PRICES RIGHT**

See that you get the "OWL" Brand.

METALLIC ROOFING CO., LTD.,

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

counts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Trade has fallen off a little this week, and \$26.50 to \$27 is still being shaded for case lots.

HARVEST TOOLS—Orders are only small except for cradles, which are still being called for in fair quantities.

GARDEN HOSE—Business remains moderate. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5

BUILDING PAPER—Business is a little better but it appears that there is some inferior quality paper on the market which is affecting prices. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—Quiet. Discounts, 65 and 10 to 70 per cent.

TINWARE—Shipments from stock are not nearly as good as they have been, but orders are being booked for such fall specialties as coal hods, elbows, stove boards and dampers, principally for delivery in September.

METALS.

Trade in metals is relatively better than that in general hardware. Bar iron continues dull. Both sheet iron and sheet steel show some improvement. The same may be said of galvanized iron.

PIG IRON—There appears to be nothing doing.

BAR IRON—There is no improvement. Base price is still \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Demand is steady at firm prices. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—Quantities called for this week have been larger, and in general trade is better. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Business is a little better than it was a week ago. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Quiet. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6½ to 7¾c. per lb.

GALVANIZED IRON—The demand for this is better than expected. We quote "Queen's Head or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¼c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less.

LEAD PIPE—Quiet at unchanged prices. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

PIG LEAD—Business has been active during the week, quiet a number of fair orders for quantities having been received. We quote: 3¼ to 3½c.

INGOT TIN—Demand is brisk and stocks low. We quote 16 to 16½c. for small quantities.

INGOT COPPER—There is not much doing, the demand having dropped off during the week. We quote 12½ to 13c.

SHEATHING COPPER—There is a fair business doing. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—The improvement noted last week appears to have been maintained. We quote: English, ¼, 60 and 10 per cent.; ¾ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 67½ per cent.; ¾ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is quiet and prices unchanged. We quote: 1½ inch,,

6½c.; 2-inch, 7¼c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Trade continues fairly active. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—Orders for shipment from stock are a little better, but only for small quantities. Import orders are still being booked at \$2.35. We quote: All dull, \$2.30; half-polished, \$2.25 to \$2.35; all bright, \$3.25.

TIN PLATES—Trade is much about the same as last week. We quote: Charcoal, 1c, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, 1c, \$3.50; 1 X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

TERNE PLATES—The demand has fallen off, very few orders having been received during the past week. We quote: 1c, \$6.25; 1 X, \$7.50.

SOIL PIPE—An improvement is to be noted, jobbers reporting the receipt of a number of orders during the week, both for pipe and fittings. Discount 60 per cent.

SHEET BRASS—There has been an exceptionally good demand this week, all gauges from 16 to 30 being called for. Discounts, 25 to 33½ per cent., according to quantity.

SOLDER—Trade is fairly satisfactory. We quote 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—Quiet and unchanged at 4½ to 4¾c., according to quality.

SHEET ZINC—Enquiries are coming in more freely. There has been a reduction of ¼c. in prices on the local market. We now quote 5c. for cask lots and 5¼c. for small lots.

ANTIMONY—Dull. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL.

Trade is not as good as it was. We quote as follows: Agricultural scrap, 47½ to 50c per cwt.; machinery cast, 50 to 55c. per cwt; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 50 to 55c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c per lb (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7 to 7½c; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c. scrap lead, 2c.; zinc, 1¾ to 2c; scrap rubber, 3¼ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs

GLASS.

Business continues quiet and prices un-

changed. We quote: \$1.15 to \$1.25 for first break in 50-foot boxes.

PAINTS AND OILS.

Business is, on the whole, sluggish, and payments are not as good as they were a few weeks ago. The principal feature in trade is a firmer feeling in regard to white lead, although prices are notably unchanged. There has been a little demand for Paris green for use on the Tussock moth, but the volume of business has not been materially increased. The decline in the price of linseed oil last week has stimulated the demand a little, and some buying on fall trade account is reported. Turpentine has been reduced 1c. per gallon at Western points.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, 4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c.; drums, 14 to 14½c.; 1-lb. packages, 15½c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 50c.; ditto, 5 to 9 barrels, 49c.; boiled, 1 to 4 barrels, 53c.; ditto, 5 to 9 barrels, 52c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 2c. per gallon less than above quotations

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7½c. per lb. and 8 to 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

PETROLEUM.

There is no change, either in regard to business or prices. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 to 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES.

Rope is half a cent. per pound cheaper.

Sheet zinc is quoted ¼c. per lb. lower.

An effort is being made to get better prices on white lead.

Rice Lewis & Son are still fairly busy on bicycle sundries.

Stewart & Wood are this week taking in a large shipment of window glass.

A shipment of "Perfection" razors is to hand with H. S. Howland, Sons & Co.

H. S. Howland, Sons & Co. are this week advertising the Goodell apple parer.

The attention of the trade is drawn to the apple, peach and potato peelers advertised by M. & L. Samuel, Benjamin & Co. in this issue.

A catalogue will soon be issued by H. S. Howland, Sons & Co. on guns, revolvers, ammunition, etc. The firm is offering these lines at special prices this season.

H. S. Howland, Sons & Co. are in receipt of a shipment of Samson navvy wheel barrows. The firm is now in a position to supply these barrows with either wood or iron wheels.

Every hardwareman should carry a good line of measures. One of the best measure manufacturers in the country is A. Root, of Lyn, Ont., and as he has a good stock now on hand the trade should write him for quotations.

UNITED STATES MARKETS.

NEW YORK, July 31, 1896.

PIG TIN—There was no spirit to business on out-of-town trade account and consumers' purchases were again of hand-to-mouth type. Enquiries were commonplace also, and upon the whole the market presented a flat appearance. New speculative deals make a slim showing, as for some time past, while the market surroundings are bare of anything likely to stimulate action in the slightest degree. London came a shade lower, and prices here eased off to about 13.45c. f.o.b. for prompt and 13.40c. for next month delivery. There were arrivals of 160, making 1,410 tons thus far this month.

COPPER—Export orders continue scarce, and to all accounts there are very few in hand that permit paying prices on the basis of 11c. for Lake Superior ingot. Home consumers are buying very moderately. In fact, few purchases are being made by other than small concerns that rarely buy except in a strictly hand-to-mouth way. As to what terms sellers would make in the event of attractive orders coming upon the market there is considerable uncertainty, but purchases can be effected easily at 11½ to

11¼c. for Lake Superior, 11c. for electrolytic and 10¾ to 10½c. for casting stock.

PIG LEAD—The market remains in a dull condition and bare of distinctly new feature. Ordinary orders for carload lots are filled easily at 2.92½c., and there were some indications that bids of 2.90c. here for early shipment would have been accepted for larger quantities. Sales are still moderate and the demand continues slack. London cable quoted £11 for soft Spanish.

SPELTER—Small orders are all that come this way, and there are comparatively few of these at the present time. The business passing is at former prices, however, and the market may fairly be termed steady in tone, despite continued dullness. London cable was £17 12s. 6d. for good merchant brands.

ANTIMONY—Moderate sales only are reported and prices remain without important change. Regulus quoted at 7¾c. to 7½c. for Cookson's, 6¾c. for Hallett's and 6½c. for Japanese, from store.

TIN PLATE—A very moderate business is the best that is reported and the general condition of the market is much the same as it has been for a week or two, with prices stationary.

IRON AND STEEL—The entire market remains in a more or less quiet condition and bare of new feature. Prices are without radical change, but generally rather weak.

ALUMINUM FOR WAR VESSELS.

AT the Prussian naval yard at Wilhelmshaven very extensive and thorough experiments have been made to ascertain how far aluminum can be utilized in the construction of war vessels, and it was found that aluminum in its pure state cannot be used at all or but very little for this purpose, but that aluminum bronze as well as an alloy of 94 to 96 parts of aluminum and 6 to 4 parts of copper may be employed to good advantage in naval construction, at least for certain purposes. According to a German exchange, aluminum bronze was proved to be not serviceable for bearings, valves, valve cases, spouts; but aluminum proved very satisfactory for sideboards, ammunition boxes, tool boxes, cupboards, wash stands, etc. In the latest vessels the carriages of the dynamo engines are constructed of aluminum. The experiences had with aluminum ammunition boxes, sideboards, tool boxes, etc., were so favorable that all the new torpedo boats are being provided with such utensils made of aluminum. It is rather peculiar in view of this fact that the experiments with aluminum furniture made last October on the cruiser Geier did not result as satisfactorily. The trial included one writing desk, one bed-

stead, one wardrobe and one chair; several window frames and ventilators were also constructed of aluminum. The furniture bent too easily and the aluminum parts required a frequent renewal of painting. As altogether excluded appears the utilization of aluminum sheets for the hull of vessels. It is true that very light aluminum boats have been plying on rivers and lakes for years. But in the tests referred to it showed so little resistance to salt water that its utilization in this direction had to be abandoned altogether. Yet it may be that 10 per cent. aluminum bronze, which nearly equals cast steel, besides being more weather-proof, may crowd out the latter some day, when the now much dearer aluminum will have approached more closely the price of steel.

SILVER SOLDER.

IN brazing very thin tubes it is important to use spelter or solder which melts at as low a heat as possible. The large-grained spelter will melt more readily than the small, and soft brazing-wire more readily than hard and stiff. But it might not be a bad plan, says The Ironmonger, to use for very light work a solder which flows at a lower temperature than brass, as thin tubing is so very easily damaged by heating. The amount of solder used in the hands of a skilled workman is so small that the additional cost of silver solder would not be great. Silver solder is made of the following ingredients in the following proportions: Brass wire, 2; copper 1; fine silver, 19. These should be melted in a crucible under a coat of powdered charcoal and afterwards hammered into a thin sheet, or else granulated by being poured while still molten into pure water. A solder with a low melting point is also desirable when a joint has to be brazed close to another which has already been made; but if the first one is known to have been made with brass that has a high melting-point, it is not a necessity to use silver solder for the second, as there is a sufficient difference between the melting points of different brasses. When there is no other joint in close proximity, and the steel is thick enough to stand a good deal of heat with impunity, a brass solder with a high melting point may be preferable, as it will probably make a stronger joint.

A point which must never be overlooked in brazing is that the tubes easily bend when heated to redness and may need to be supported at the other end. Should the frame require any truing beyond what can be done cold it will be a good plan to do it immediately after the brazing operation, before the tubes have cooled down, so as to avoid exposing them to a second heating. But it would not do to stop before the brass is put on to true the frame, as the heat for brazing

when once started should be continuously applied and gradually increased until the operation is completed. Some repairers, to clean the tubing preparatory to brazing, heat it nearly to redness and allow it to cool, afterwards rubbing it with emery paper. But it is much better not to heat it, as the less steel is heated the better. The parts may be cleaned with emery paper and dipped in a strong solution of alum and water.

PERSONAL MENTION.

MR. JAS. R. WILSON, senior partner in Thomas Robertson & Co., Montreal, has just returned from a trip to his salmon river. He was disappointed regarding the salmon, but both his friends and himself had royal sport with the trout.

Mr. L. W. Lee, the Canada Paint Co.'s Toronto city traveler, has returned from a fortnight's sojourn at Bala, Muskoka.

Mr. W. H. Evans, manager of the Toronto branch of the Canada Paint Co. will leave in a few days for Old Orchard, where he will spend his holidays.

Mr. John Bowman, of Bowman, Kennedy & Co., London, and president of the Board of Trade in that city, was in Toronto on Wednesday.

Messrs. Geo. T. Jenkins and J. L. Bartlam, of H. S. Howland, Sons & Co., have been rusticated in Muskoka for the last two weeks. The Messrs. Howland are in the habit of giving their employees a couple of weeks' holidays every summer.

Mr. Bishop, of Brantford, was in Toronto on business this week.

AN IMPORTANT BORAX DEAL.

A Chicago paper says: "By a deal which has just been consummated between the representatives of the Pacific Coast Borax Company, whose principal office is in this city, and Redwoods & Sons, chemical manufacturers of Cornwall Works, Kensington Green, and Belvedere Mills, Belvedere, Kent, England, the borax output of the world practically passes into the hands of an international company, to be known in future as the Pacific Borax and Redwoods Chemical Works, Limited. By the terms of the deal all the lands and buildings in the United States and at Belvedere, Kent, the products of crude borax in Colorado, Nevada, California and Oregon, the good-will, stock in trade, machinery, book accounts, utensils, tools and trade marks appertaining to both businesses pass into control of the new company. The capital stock in \$2,500,000. The principal offices of the new company will be in England, but this will not affect the standing of the local branch, which will remain in control of the output."

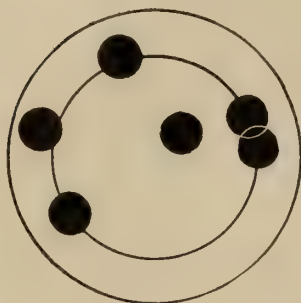
Revolver Rifleite

— HAVE YOU TRIED IT ?

Mr. W. R. Joynt did and is now Champion of Ireland.
Here are his targets :

Series I. 20 yards.

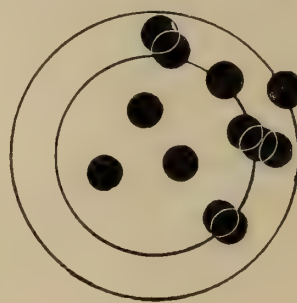
42 /
42



IRISH RIFLE
ASSOCIATION
DUBLIN . . .
JUNE - 1896

Series III. 20 yards.

81 /
84



He says it is perfectly reliable and will use it at Bisley. Watch his scores.

Smokeless Rifle and Revolver Powders

NO SMOKE

PERFECT COMBUSTION

GREAT RESULTS



HIGH VELOCITIES

LOW PRESSURES

LONG RANGE

VELOCITIES

Trials by Eley Bros. { At 21½ yards, 1012.68 feet per second.
and "Rod and Gun." { At 43 yards, 872.77 feet per second.

Send for full report of trials, also a
copy of New Smokeless Game
Register.

Sole
Manufacturers

THE SMOKELESS POWDER CO.

LONDON,
ENGLAND.

Sole Agents for the Dominion

LEWIS BROS. & CO.

30 ST. SULPICE ST.

Montreal

We carry a full line of BLUE RIVAL SHELLS, and can supply any
load on very short notice.

LEWIS BROS & CO.

ARMS, AMMUNITION
& SPORTING GOODS.
MONTREAL

LOWEST
PRICES ON

1896-7.

LOWEST
PRICES ON

Winchester Repeating Shot Guns
Greener's Celebrated Shot Guns
Pieper's Diana Shot Guns
Remington Celebrated Shot Guns
Isaac Hollis' Shot Guns
Hopkins & Allen's Shot Guns
American Side Snap Shot Guns

All Kinds Muzzle Loading Shot Guns

Winchester Repeating Rifles
Marlin Repeating Rifles
Manser Repeating Rifles
Merwin & Hulbert Rifles

ALL KINDS AND
SIZES OF

Flobert's, Winchester, Rival Shells

IN ALL GAUGES AND LOADS.



Our 50-page

handsomely illustrated catalogue is just out. Drop us
a card and we will send you one free.

PREDICTION ABOUT TUBING.

DAVID MANNESMANN of seamless tubing fame, who is now traveling in the United States, predicts, according to an exchange, that for some time to come, the tube makers of the world will be wholly unable to meet the demand for their commodity. American makers are no better off in this respect than European concerns. In Germany and France tube makers will be in difficulties for the next two years. American customers will be forced to use more of their product henceforth, and after next year, the comforting assurance is given, little foreign tubing will be used in the construction of American machines. Mr. Mannesmann looks for a shortage of raw material, and while confessing to but a brief acquaintance with the steel industry of America, yet doubts if American tube mills can obtain the ingots required for the manufacture of tubing for home consumption. The supply of the best steel ingots—and only the best are used in tubing—now falls short of the demand, and when all American mills are in active operation there will be greater trouble than ever. Before the great rush in tube manufacture Swedish blooms were delivered in Birmingham at \$75 to \$85 per ton, but during the past few months manufacturers, in order to cover their contracts, have entered into engagements for the supply of the requirements for 1896 and 1897. Swedish steel blooms are now quoted \$125 to \$135 per ton, but the supply is altogether inadequate. A Birmingham manufacturer is preparing to produce Swedish blooms from Swedish charcoal pig iron.

BETTER LAMPS NEEDED.

FOR some time past a committee appointed by Parliament has been taking testimony upon the question as to whether the flash-point of petroleum sold in Great Britain should be raised from 73 deg. to 100 deg. It has been stated that the proposition to raise the test is really made in the interests of Scotch shale oil producers, as it would in a measure lessen the petroleum competition. At a recent sitting of this committee Prof. Dewar, of the Royal Institution, appeared. After stating that for the last 25 years he had directed his attention to the chemistry of petroleum, Prof. Dewar estimated that there were 10,000,000 lamps on the average in use in the United Kingdom every night in the year. The number of accidents arising from the use of this enormous number of lamps was obviously exceedingly small. If the Government contemplated such legislation as would result in conveying to the public the impression that the oil to be employed in lamps in future might be safely used under the usual

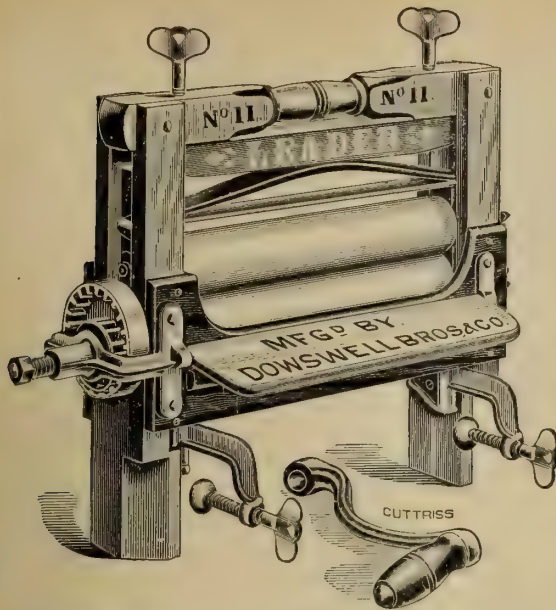
conditions, then it would certainly be necessary to raise the flash-point to at least 212 deg. It was quite impracticable to ensure safety in the use of mineral oils by careless people, by merely raising the flashing-point, without considering the construction of the lamp. It was a mistake to think that the lowering or raising of the flame in ordinary good conditions of working materially affected the temperature of the metallic portions. If the draught of air were heated by accumulated dirt in the base of the burner the temperature of the metallic portions would rapidly rise, and was liable to rise to 320 deg. Fahr.; but when the impediment to the draught was removed the lamp was capable of a rapid readjustment of temperature. A very small amount of vapor was sufficient to produce an explosion. Two grains of oil vapor in every 100 cubic inches of air in the lamp reservoir would produce a most dangerous mixture, and if a light were applied to it, an explosion would be inevitable. The air space in lamps rarely exceeded 50 cubic inches, so that usually one grain of oil vapor was wanted to produce an explosive mixture. The experiments of Mr. Alfred Spencer had shown that much higher temperatures could be reached in lamps of modern construction with metallic reservoirs than in those with glass or porcelain reservoirs; and, therefore, in the former lamps with oil of 100 deg. flashing point, there was the same risk of an explosive atmosphere as with oil of 73 deg. in the latter; in other words, the metal brought down the 100 deg. oil to the level of the 73 deg. oil. The American oil at 86 deg. readily exploded, but when it rose to 110 deg. it ceased to be explosive, in consequence of the excess of vapor present. In the higher temperatures developed in the lamps of modern construction with metallic reservoirs, the Scotch oil of 110 deg. flashing point was more liable than the ordinary American oil of 75 deg. flashing point to produce an explosive atmosphere. On the basis of the present standard the lamps to be interdicted were the very cheap forms in use at the present time, wherein an explosive mixture of petroleum vapor and air was undoubtedly liable to be created; but, if the standard were raised to 100 deg., it would be equally necessary to interdict the employment of the improved forms of lamps recommended by Mr. Alfred Spencer, since with those forms precisely the same conditions of danger would be created in the employment of oil of the proposed standard of 100 deg. The large lamp shades became material when glass reservoirs were used, but with the fashionable, highly polished metallic reservoirs the amount of heat absorbed by radiation of the flame was not of great importance. The best material (other things

being equal) of which to construct a reservoir would be primarily the worse conductor of heat, and in that respect glass or porcelain stood in the first rank, only in the case of glass it was highly absorbent of radiant heat, whereas metals were, on the one hand, good reflectors of heat, and on the other, good conductors of heat. Of the ordinary metals iron and brass were best, but a more expensive material—German silver—would be better still.

Prof. Dewar stated that many of the cheaper forms of lamps, which were placed chiefly in the hands of poor, ignorant persons, were dangerous, and their use should be interdicted. He had experimented with lamps, costing 7d. all told, which had iron reservoirs coated with copper, and they had been made to fall several times five or six feet on to a stone floor without doing any damage, so that cheap lamps which were practically safe—he would not say absolutely safe—could be produced. He had not been convinced by any facts he had heard of the necessity for raising the flash point from 73° to 100°; but, apart from that he did not believe that the public would have used such enormous quantities of petroleum for illuminating purposes—during the last 15 years amounting to 1,230,000,000 gallons—and all of a sudden discover that there was a necessity for raising the flash point by such a large amount; it would have been discovered long ago if there had been any material blunder of a serious kind in fixing the flash point at 73°. With ordinary care and precaution the present flash point was sufficiently high for all practical purposes.

OCCUPATIONS OF MEMBERS OF PARLIAMENT.

The Toronto Globe of July 28 had the following: Complete returns give the following as the occupations of the members of the new House of Commons: There are 63 lawyers, 33 farmers, 26 merchants, 21 physicians, 19 gentlemen, 12 manufacturers, 10 journalists, 6 mill owners, 3 contractors, 3 real estate agents, 2 surveyors, 1 veterinary surgeon, 1 township clerk, 2 distillers, 1 financial agent, 1 insurance manager, 1 banker, 1 shipowner, 1 rancher, 1 oil refiner, 1 printer and 1 civil engineer. The lawyers and gentlemen combined form nearly two-fifths of the whole house, so that the lookout is poor for the honest toilers who make up the remainder. Col. Domville, Mr. Bourassa and Mr. Bostock are returned as farmers, and Messrs. Wallace, McMullen, Penny, Tucker, Bain, Charlton, Morin, Stenson, Hackett, Brodeur, Blanchard, Scriver, Sutherland and Kaulbach as gentlemen. To these have been added Mr. Foster, Mr. Casey, Mr. Haggart, Mr. Beattie and Sir Richard Cartwright, who are not labelled with any occupation, and are therefore entitled to be classed as gentlemen. Only 19 gentlemen out of a total of 213.



THE NEW Leader Wringer

Eclipses any Wringer ever before the Public.

DRIVEN BY INTERNAL GEAR

Easy to operate

Special grade of Rubber and extra finish throughout

EVERY WRINGER WARRANTED

Write for prices to

W. L. HALDIMAND & SON

Eastern Agents, Montreal

DOWSWELL BROS. & CO.

Hamilton

TRAVELERS IN THE MOONLIGHT.

I WENT out with the city travelers of Toronto on Monday night on their fourth annual promenade concert on the steamer Chippewa. We had a delightful time, and the treasury of the City Travelers' Association an augmentation of many dollars.

It was just nine o'clock when the steamer left her moorings at the foot of Yonge street and wended her way past the sombre-looking wharves and brilliantly-lighted Hanlan's Point out into the lake.

The evening was an ideal one for a moonlight excursion. The bosom of the lake was unruffled save where here and there a gently passing breeze kissed it into dimples. Overhead the stars shone brightly. The moon, red and dirty, like a huge ball of molten iron beginning to cool off, peeped up over the horizon as the boat left the Western Gap, but almost immediately vanished behind a

ridge of dark clouds which fringed the horizon. When she came out again, some twenty minutes later, she was polished and burnished to her old bright and natural appearance.

The crowd on board was a large one, but it was not too large for comfort. It consisted nearly altogether of young people; but all ages were represented. Here and there I noticed men and women whose hair was by time whitened. Then three or four families had brought their toddling infants rather than permit the said toddling infants to keep them home. Boys only fairly started in their teens were also there in goodly numbers.

The main deck was monopolized by dancers, and the music for these disciples of Terpsichore was supplied by two orchestras, one at either end of the deck. The captain's bridge on the upper deck was occupied by the band of the Royal Grenadiers. I should not forget to mention that for'ard on the main deck a band composed of an auto-harp and mouth organ dispensed music

for the various knots of lovers who ensconced themselves there.

Down in the ladies' cabin the president of the association, R. Muat-Corrie, had charge of the concert programme. This programme was of unusual excellence. The cabin was packed by those who wanted to hear it, and those who could not get into the cabin grouped about the windows, standing on chairs, benches, etc. Those who contributed to the programme were the following: Mrs. Weir, Mr. W. J. A. Carnahan, Mr. H. M. Bennet, Miss Gertie Black, Miss H. Morrell, Miss May Dickenson, Mr. Neil Burton, Mr. T. A. Baker, Mr. Chas. Dimmock, Mr. A. I. E. Davis, Mr. F. W. Howitt, Mr. Oscar Winborne. Mrs. B. Weir was accompanist.

Out in the lake the big steamer lazily described circles until about 11 o'clock, when her prow was pointed homeward, the dock being reached at 11.45 p.m.

An officer on board the Chippewa assured me it was by far the best moonlight excursion the boat had carried out this season.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100 See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

A HALF DAY AT HARDWARE.

EIGHTEEN years old and fresh from my last term at the country school, I had the question very abruptly put by my father, "What are you going to do for a living?"

This I thought very easily answered. To be sure I did not care for the farm, but having several uncles engaged in business in "our town," as we called the village nearest the farm, what more simple than to work for one of them? Being a relative I would come in for any soft snaps, and the other fellows could do the work.

There was Uncle Joe, the butcher, but his was such a bloody business. Uncle Clarence, the dry goods merchant. No! that was too effeminate, and the grocery business of Uncle Tom was too dirty. But how about Uncle John? "Hardware, tools and agricultural implements." Why, of course, that was the business! Had I not often envied my cousin on a Saturday afternoon, laughing and flirting with the country girls, as they carried out to the wagon their father's purchases?

I could hardly wait for one word to come from Uncle John, but finally it did, and I was to start to work April 1st.

The evening I reached my uncle's house my ardor was somewhat cooled by my cousin Jack telling me they opened the store at five o'clock in the morning and closed at nine in the evening, which I thought too much like the length of a farmer's day to be congenial. However, I was up in time the next morning ready to be initiated in the mysteries of the hardware business.

My uncle's store was well located on the main street of the town. Two large show windows, one on each side of the entrance, made a very pleasing impression.

In the one on the right a bicycle and rider made up of tools, stove pipe, etc., caught my attention, which was immediately distracted by the display in the window on the left. A figure with a wash tub for its body, axes for legs, ball of wool twine for a head, brandished a scythe at another figure similarly constructed, only with a boiler lid for a shield and armed with a pitchfork.

While cousin Jack, the designer, was unlocking the door, he explained the display as representing the attack of Spring on Winter.

The first thing we did was to make a display on the sidewalk of plows, cultivators, wheelbarrows, shovels and rakes. Then we mixed up a bucket of sawdust and water and swept out the store. My broom sent the wet sawdust flying along the floor, scattering the particles into the nail bins and on the display of garden tools. Acting on Jack's suggestion, that I wouldn't make so much dust

if I did as he did, I walked backward and swept toward me.

Our first customer wanted ½-dozen picks and handles. In tying the handles together I noticed Jack left one stick out a foot or so from each end of the bundle. When these were driven in I could see there was no chance of the bundle becoming loose and the handles falling out. Instead of cutting the cord—spring twine he called it—Jack broke it by giving it a twist around his left hand and a quick jerk with his right.

As the next customer wanted 10 pounds of 8d. wire common nails, I essayed, unaided, to weigh them out, but the scales wouldn't work. I put in more nails, then took nails out—the customer asked me if I wasn't a new hand; said maybe the scales would work if I wouldn't lean on the platform. When the scales finally balanced, I determined to show that chap a thing or two about tying packages, laughed at the offer of his knife and his fears that I would hurt my hand on the twine, giving it a twist—just like Jack, and a jerk. Oh! how it did hurt. Besides the wrench my finger got, it was raw for a week. The customer cut the cord with his knife, and as he went out made a remark to Jack that made my face burn.

After breakfast a farmer came in and asked Jack how nails were selling. "Well," said Jack, "That depends on the size; 20d. wire are \$3.35 per keg, 8d. \$3.45," With that the farmer pulled out a copy of The Weekly Gazette and pointed to nails quoted at \$2.85. Jack said that was the base. The farmer said that would do as he only wanted the nails for the hog pen, and base nails would do as well as any that weren't so base. Jack said there were no nails of any kind at \$2.85. Said something about adding the card rate. It was a great mystery to me and the farmer, who did not buy any nails. The hardware business is certainly very deep.

About ten o'clock Jack took me to the warehouse to help set up a great improvement in the shape of a corn drill. Said I would be right at home with it, which was true, only I wanted to know what was the use of showing corn drills when the frost was yet in the ground. Jack said that was the way things were done in the hardware business; blankets were bought in July, skates and sleds in August, ice cream freezers and lawn mowers in January.

We were about through with the drill when, as I was supporting myself under it, reaching with my left hand for a chair, Jack accidentally touched a lever, and one of the points came down and smashed the third finger of my left hand.

I now had two fingers disabled, and it lacked yet an hour of noon. While I was nursing my hand I had time to think of the

meat business, the dry goods and the grocery business. There surely could be no chance for broken bones in measuring calico.

That, after all, was a more genteel and refining business than the hardware trade. Just in front of where I was sitting was the gun case. Lem Cooper, the blacksmith, came in, and seeing me doing nothing—he shod our horses, and I knew him well—said, "Lemme see that gun in the corner, looks like a Winchester." I opened the case and got out the gun, handling it as well as I could with my disabled hand. We were standing near the bicycle window. Lem said I had the gun, but I know better, anyway there was a report and a 44 went through the plate glass and imbedded itself in the window sill in the second storey of a lawyer's office across the way.

The lawyer yelled "murder," someone else "fire." The town bell rang the fire alarm, and the hose cart went out High street, while they dragged the engine to the planing mill.

During the hubbub I made for my uncle's barn, jumped on my pony and was back on the farm in time for dinner.

The hardware business may be a great business, but to my mind there is nothing like the quiet and content of the country in early spring.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

Hardware Dealers



We admit you know what you make by handling other goods, but you cannot tell how much you are losing from time to time by not handling our

QUICKSHINE STOVE POLISHES

ALPHA CHEMICAL CO., Berlin.

HOW TO SELL BICYCLES.

The following advice to hardware dealers about to enter the cycle trade is given by a writer in Wheel Talk :

It may be you are in the hardware business, retail or wholesale, and contemplate handling bicycles as a side line, and expect to take an agency for some bicycle "just to help." If that is your intention, don't contract for wheels; stay out of the bicycle business.

Go in to make money.

You don't sell other goods "just to help along," or "as a side line." You are not in the business for fun, but for profit. And if you desire to make a success of the bicycle business, it means that you will have to push it and work it! You cannot expect to sell a bicycle as you would a can of paint, a dozen screws or a pane of glass. Customers will not walk into your store, plank down the price of a bicycle and say, "Send it up."

Oh, no! They do nothing of the sort. They will come into your store, ask for catalogues, inquire as to gear, the tread, etc., of the wheel you sell, and then go to your competitor and do the same thing.

Now here it is that the bicycle business is peculiar to itself. When the prospective customer enters your store, explain in minute detail every part of your wheel, and just as though you thought he would buy at once. Before he leaves get his name and address, make a memorandum of it, and don't fail to call upon him within a day or two. Deal with him firmly but gently. Use all honorable arguments to make the sale. Be persuasive, convincing, logical, but not overbearing, arrogant, or too sure that he considers your wheel "the only."

He may not purchase at once, it may take him days or week to decide; during that time be persistent, but do not run him to death. Do all you can to have him think well of yourself and wheel.

IRON ORE FROM INDIA.

A new departure in the shipping trade is the importation to Philadelphia of iron ore from British India. The announcement has been made of the chartering in London of the British steamship Benridge to load iron ore at Vizagapatam for this port at the rate of 16s. 3d. a ton. Vizagapatam is a seaport town in the presidency of Madras, British India.

The Benridge, which has the capacity for over 4,500 tons of ore, left Barrow, England, June 13, for Madras and passed Suez June 28. She should arrive in the latter part of September. This will be the first cargo of the kind, it is stated, that has ever come here from British India, and if it is found that shipments of this kind can be made profitable others will follow.—Philadelphia Press.

Best Varnishes**FOR CARRIAGE WORK**

Manufactured by

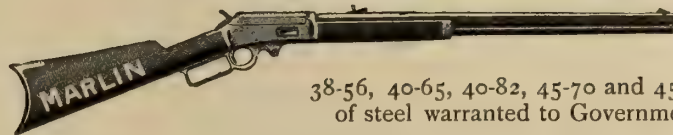
McCaskill, Dougall & Co.Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL****Binder Twine**

Our **BANNER BRAND** is the only successful low-priced twine. It is better than Sisal in every respect, and we can guarantee it to be satisfactory.

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

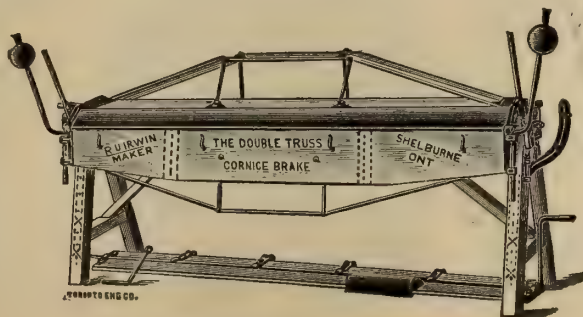
DICK, RIDOUT & CO. - - TORONTO**THEILE & QUACK'S HOCKEY CLUB****LAMPLOUGH & McNAUGHTON****MONTREAL****MARLIN MODEL 1895 REPEATERS****40 AND 45 CALIBRES**

For
Sale
by
Trade



38-56, 40-65, 40-82, 45-70 and 45-90. Made of steel warranted to Government tests.

Write for catalogue to

The Marlin Fire Arms Co., New Haven, Conn., U.S.A.**Boeckh's****BRUSHES****AND****BROOMS****Our 8-foot Brake for \$60**

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO**Shelburne, Ont.**

TRADE CHAT.

ABY-LAW for the establishment of a municipal gas plant is to be submitted to the ratepayers of St. Thomas.

Late Saturday evening fire destroyed the southern half of the compound building of the Canadian General Electric Co., Peterboro.

The Guelph heading and stave mill has been purchased by McAllister, sawmiller, of Bloomingdale, who will take possession in a few days.

The Hay Furniture Co., Woodstock, have been notified to leave the buildings occupied by them, as the Bain Wagon Co. want to use them.

Gardiner Bros.' handle factory will remove from Essex to Walkerville in a few weeks. The industry will give employment to about fifty men.

Early on Thursday morning fire damaged the wholesale hardware establishment of Howden, Stark & Co., Montreal, to the extent of \$50,000.

The chain that binds the customer to the advertiser should be carefully watched for weak points. Truthfulness, brevity, originality, are three very important links.

An agitation is now going on at Kingston, Ont., for the erection of a million bushel elevator and free storage for grain for 15 days. Too much grain is passing down the river to Prescott.

Mr. Thomas Croft has discovered a rich vein of gold-bearing quartz on his property at Madoc, Ont., and several practical miners are now at work trying to show up and develop what is really on his place.

A permit has been granted to the Kemp Manufacturing Co. of Toronto, for the erection of a brick engine and boiler house in the rear of their factory at Gerrard and River streets. The building will cost \$5,000.

A despatch from Regina says: Those who have driven through the district this week and last unite in reporting that the crop prospect was never fairer. Good rains during the past week have tended to ensure a magnificent yield.

The Duluth and Winnipeg road has been sold to the Reorganization Committee, representing the Canadian Pacific road, for its first bid of \$2,374,717.44. The road will form part of the Canadian Pacific system and will be extended to the west.

The Toronto Board of Trade has arranged with the Canadian Pacific Railway for an excursion to British Columbia on Aug. 10. The return fare is put at \$100 each. This may be reduced if a large number of members should decide to take the trip. The \$100 includes berths, but not meals, both ways. The tickets will read to Nelson,

which is on the main line of the Canadian Pacific, and from there branch and boat lines run to Rossland and Kaslo, in the centre of the Kootenay district.

Secretary Wills, of the Toronto Board of Trade, received a letter Saturday from Humphrey & Rohen, brass founders, of Canton, Ohio. These gentlemen want to know how the prospects are for a brass foundry in Toronto. They have been in the business in the States for twenty years back, but trade is bad now and prospects, they say, are worse, so they would like to remove. Toronto struck them as a likely city, hence the query.

According to The Seattle Times, a battle Royal is in progress among the Northern Pacific, the Canadian Pacific and the Great Northern railroads for the possession of that portion of the Seattle, Lake Shore & Eastern recently sold under foreclosure proceedings, extending from Seattle to Sumas on the British boundary. It appears that the Northern Pacific is especially anxious to prevent the acquirement of this strip of railroad by the Canadian Pacific.

It will be gratifying to the citizens to know that there is every prospect of the rolling mills resuming operations in a short time. At the adjourned meeting of the Guelph Norway Iron and Steel Company, held on Monday evening, the question of raising the additional twenty thousand dollars stock was again dealt with, and a large amount of the required stock was subscribed at the meeting and it is expected that the balance

will be taken up in a few days.—Guelph Herald.

Japanese coal is to be placed upon the California market in competition with the standard grades that have been used there for years. Three large steamers are loading coal at Kobe for San Francisco, and two more steamers are under charter to carry similar cargoes for the same destination within the next 30 days. The bulk of the coal consumed in California now comes from Puget Sound and British Columbia mines, while a big share is supplied by Australia.

TO CEMENT LEATHER TO IRON.

Cut your leather roughly to shape, allowing about 1 inch per 12 inches in the width of the pulley. Then soak your leather in water until it is wet through. Now stretch it well in the direction of the circumference of the pulley, and cut it to exact shape and length. It should next be sewn up, butt to butt, with a shoemaker's awl and thread, and the leather, having been stretched in the direction of circumference only, will, as it gets dry, have a tendency to resume its former shape, thereby shortening in circumference and "clip" to the pulley. A shallow groove might be made for the stitches to sink down in.

WHAT'S IN THE SACK?

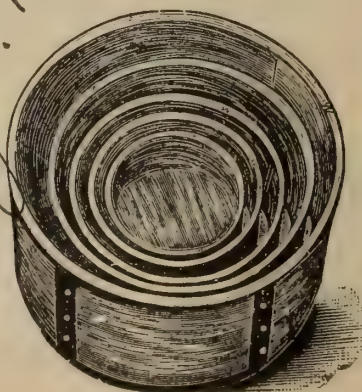
An exchange tells a story of a boy who went to market with a sack of rabbits and lingered around town all day. When asked by his mother why he had not sold the rabbits, he said no one had asked what was in the sack. How many merchants are like this boy? They have plenty of goods for sale, but fail to tell the people "what's in the sack." If you expect to sell goods in this day and age of the world you must open your sack and keep shouting the merits of your stock-in-trade.

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...



Measures Nested

My measures are the best on the market to-day. They are made from first-class material, well dried and well ironed. All measures inspected.

A. ROOT, - LYN, Ont.

I make a specialty of the above goods and will replace any found defective in material or workmanship.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

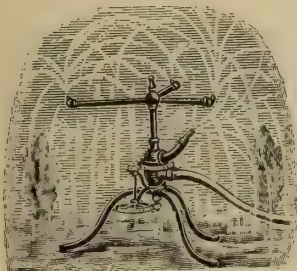
And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

GOLD AND COPPER MINING.

A Rossland, B. C., despatch of July 25 says: An important strike has been made in View claim, lying north of St. Elmo, on the west of the Southern Belle. The ore runs over 15 per cent. copper and \$7 gold. It is the highest grade copper yet found, and has a beautiful appearance. The View did not take a prominent position among the mines here, and the value of Southern Belle is greatly increased, as the View ledge runs directly into that claim. A rich strike has also been made in the Sovereign, which is four or five miles south-east of Rossland. Four feet of solid ore has been opened, which runs \$50 gold. The Sovereign was recently bonded for \$25,000. Very large and rich bodies of ore have also just been opened in Crown Point. The ore in some places is twelve feet wide and runs as high as \$70 in gold. Shipments have already commenced, fifteen tons a day now being taken out. It is expected that Crown Point will rival War Eagle. Strikes of pay ore are also reported in Iron Horse, Fraction and Coxey.

Messrs. Blackstock and Wragge, of Toronto, arrived at Rossland on Saturday night and went on to the boundary in the morning. They are to return in a week. Mr. Geo. Stimson, of Toronto, who has been making a study of the camp, will leave with Mr. R. G. Michael for the Slocan country and return to Rossland in a few days. Much interest is taken in the joint excursion from Montreal and Toronto. Rossland will supply accommodations for all, and give a hearty welcome.

A NAIL CLAMBAKE.

The American Nail Makers' Association are having a jollification and clambake this week at Boston. Quite a deputation of the Canadian makers who received invitations have taken advantage of the occasion to have a little fun. Several of the Montreal men left Tuesday evening for Boston.

A CURIOUS TEST OF COINS.

In America an alloy of one-tenth copper is used in coins to harden them and make them less susceptible to abrasion. In England the amount of alloy is less—only one-twelfth. Recently a controversy arose among the mint officials of London as to which coins, English or American, would last the longest. In order to put the matter to a test, two small steel cylinders were fixed on a revolving rod, and one filled with United States and the other with British coins. It is needless to say, remarks an exchange, that all of the letters, milling, reading, etc., were worn from the English coins twelve hours before they were finally totally effaced from the American coins.

JOHN WILSON'S

Butcher Knives and Steels Farriers' and Shoe Knives

are the Best in the World.

TRADE



MARK

RICE LEWIS & SON, - Toronto

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Rhode Island Pattern Horseshoes.

"Correct" Shape. Quality Guaranteed.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices

Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

NEITHER jobbers in plumbing supplies nor master plumbers are well employed, and the difference in the volume of business now and at the beginning of the month is marked. During the past week, however, work appears to have been a little more plentiful than it was a week ago.

The John Ritchie Plumbing and Heating Co. are supplying the heating plant for the Hiscock building, London. That portion of the building to be occupied by the Bank of Toronto is to be heated with hot water and the remainder by steam. The Ritchie Co. is also supplying the additional gas fixtures for the illuminations at the Toronto Industrial Exhibition.

THE DISADVANTAGE OF LARGE CONTRACTS.

The plumber, tinner or heating contractor who has been successful on small jobs and made a fair profit out of them is generally disappointed with the results from a big contract, says Metal Worker. There are many men who refuse to compete for big contracts, for a reputation for doing large work well does not often secure them private dwelling work. In their opinion, to do a big job is not such a good advertisement after all, and the sharp competition involved in the present condition of trade cuts the profit to a much smaller amount than would be secured from a number of small contracts that would reach the aggregate of the large one. Then again, it takes so much capital to handle the large jobs that many of the smaller tradesmen have found their credit impaired before they got through the work. This is not all, for the big job takes up the entire time of the contractor and all of his workmen, so that his shop trade and regular customers suffer from neglect and drift to other places to get their work done, sometimes never to return. The longer the time spent on the big job the greater the possible loss from this cause, and when it is completed and the workmen return to the shop there may be great difficulty in finding something for them to do. If it becomes necessary to lay off old and valuable hands they find employment elsewhere and often carry some custom with them. It is well known in big shops that a gang of men on a large job do not return as great a profit for their labor, or rather time expended, as is returned by the same or less number of hands, when well managed, engaged on smaller work. There is always a glamor about large contracts that attracts the younger and smaller shops, and as building contractors are usually close

buyers they generally secure a very low bid. These low bids are very demoralizing to the trade, as there seems to be a continual supply of new bidders who venture on a very dangerous margin. When the trades are not well occupied and contracts are so handled as to lure bidders to the brink of financial disaster, more money can be made by the thoroughly competent tradesman spending time in explaining the advantages of good work to those who have small contracts to let, so that when the work is given out price will not be the only factor considered.

MAKING LEAD BOTTLES.

When I was a youngster I was imposed upon by being set to making lead bottles from a disk of sheet lead on a spinning lathe, writes "Bee" in Metal Worker. The lathe head had a piece fastened to it that was of the shape of the bottom of the bottle and was slightly rounding. The lead disk was placed against this piece and held there by a wooden mold of the same shape as the bottom and of the same diameter, the slide head and screw holding it firmly in place. The outside of the disk was then thoroughly greased with lard oil so as not to stick to the spinning tool, which was a round piece of hard polished steel. This was dipped frequently into the oil and held against the whirling disk, which threw the oil with equal generosity in every direction, but as a shield was placed as far around it as possible I was the principal recipient of its favors. At first I was economical with the oil, and as a result the lead heated and dried and tore when I bore on hard. After this I heeded the instruction, imparted with more earnestness than gentleness, "to use more fat." It took a great deal of time to shape the disk up to a cylinder, after which the mold was removed and a smaller one inserted of the same diameter that the neck of the bottle was to be. I have lived some thirty years since that time, yet I felt inclined to indulge in a tear-flowing crying spell in sympathy for the boy I used to be when I saw another fellow making lead bottles by the up-to-date process. He sawed off a piece of lead sewer pipe of the right length, slipped it over a mould gripped in a lathe chuck, fastened it with an iron strap so it wouldn't slip, and spun the bottom around in no time. He spun it so tight that he said it would hold acid, but I wouldn't like to guarantee that, unless I burned the centre. He had no improvement on the neck making process, but I had already seen enough to make me think I was born into this world too soon.

AN ELUSIVE GAS LEAK.

In a paper read before the North of England Association of Gas Managers, by H. Tobey, the following illustration was given of the difficulty of detecting gas leaks;

"During one hard winter a gentleman occupying a semi-detached villa came to me complaining that his house stunk fearfully of gas, and that the gas-fitter said it did not come from the fittings. Going to the house I found the main tap turned off and the house reeking with gas. There was not much in the cellar, where the service pipe and meter were. It was most noticeable in the kitchen and scullery. Of course, immediate search was made, and the service pipe and the main immediately adjoining the premises were examined by means of a probing bar, but without any good result, as no leak could be found. The occupiers of the house were desperate at having to live with open windows during the inclement weather which prevailed at the time—there being some eight inches of snow on the ground. Having failed to trace the escape to its source, it was determined, as a means of giving temporary relief, to open the drain pipe leading to the house—for the points at which the gas appeared to make its entry into the premises was the gullies on the scullery slopstone and elsewhere. This had the desired effect of freeing the house of gas; and subsequent searches revealed a fractured 3-inch main some 160 yards away. The gas escaping from it had found its way into an adjoining sewer pipe and traveled up to the house. Although other houses were on the same sewer they were unaffected, probably owing to the gullies being better tapped or the sanitary fittings of them being better arranged."

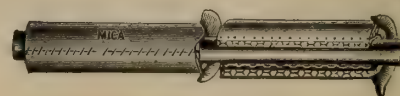
PLUMBING NOTES.

Phileas Paquet and Joseph Savard have registered a partnership to carry on business in Lorette, Que., as plumbers and tinsmiths, under the style of Paquet & Co.

John Burns & Co., plumbers, Montreal, have dissolved. Business will be continued by John Burns under the same style.

Building permits have been taken out in London for the following: Erection of an addition to the Aged People's Home; alter-

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

ations and addition to W. Bartlett's house on Dufferin avenue; alterations and addition to Mrs. Wyckoff's house on Queen's avenue.

It is estimated that there will be between \$50,000 and \$75,000 spent in building in Morden this season.

Architects Long & Son are preparing plans for W. R. Jackson's new block, St. Thomas.

A new laundry at a cost of \$660, is to be erected for the St. Thomas House of Industry.

EARLY CLOSING IN STOUFFVILLE

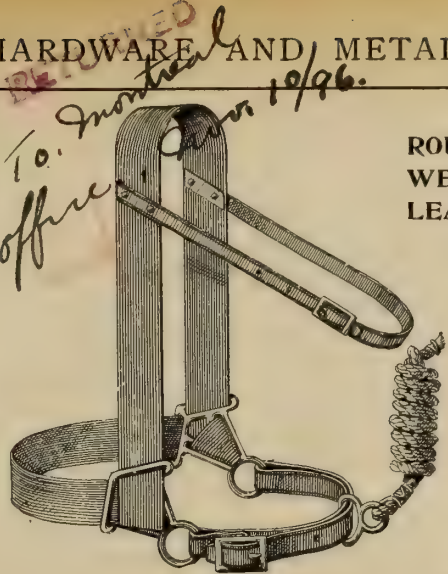
Early closing is a reality in Stouffville, Ont. Three evenings each week thirty-four places of business close at 6.30 o'clock. This number includes, we are assured, every house of importance in the town.

The merchants of Stouffville are to be congratulated, and it is to be hoped that the merchants of other towns who know not the benefit of early closing will follow their example.

CANADA'S PRIDE.

A little over a month hence the fall fairs will be commencing, and first and foremost will be the Industrial at Toronto, which is to be held this year from the 31st of August to the 12th of September.

Every Canadian is very properly interested in and justly proud of the success of this great Exhibition, because it brings prominently before them, as well as the outside world, the vast resources and products of our country, and the progress which is being made from year to year in its agricultural and industrial pursuits, consequently the approaching Industrial Fair is being looked forward to with increased interest and pleasurable anticipation, and many are already making arrangements to visit it. By thousands it is made the occasion of their annual holiday outing, and it is usually a very enjoyable one. There is every indication that it will this year fully equal, if not excel, its predecessors. To meet the desires of those who usually look for this kind of thing, a large number of special attractions are being provided, of a new and interesting character. The live stock and all other exhibits, except cut flowers and fruit, will be on the grounds from Sept. 3rd, so that the first week of the Fair will be equally as good as the second. All entries have to be made before the 8th of August. The Toronto Exhibition has now become one of the best and most popular educational and entertainment enterprises on this continent, and those who have never visited it would be surprised at its magnitude and attractiveness, being almost like a small World's Fair. Prize lists and entry forms can be procured by anyone desiring them by dropping a post card to Mr. H. J. Hill, manager, Toronto.



ROPE ...
WEB ...
LEATHER

HALTERS

JUTE AND COTTON SURCINGLES
(Plain and Padded.)

ALSO SKATE STRAPS
COW BELL STRAPS
ETC.

Manufactured by

WALTER GROSE, MONTREAL

Catalogues and Prices
on application.

The Northern Belle Gold Mining Co.

Limited.

CAPITALIZATION

1,000,000 Shares - Par Value \$1 - \$1,000,000

Stock fully paid up and non-assessable.

HEAD OFFICE: TORONTO, ONT. MINE: ROSSLAND, B.C.

THOMAS LONG, ESQ., Toronto, PRESIDENT.

HORACE THORNE, ESQ., Toronto, VICE-PRESIDENT.

DIRECTORS—GASPARD LEMOINE, ESQ., Quebec, Que.

J. A. FINCH, ESQ., Spokane, Washington.

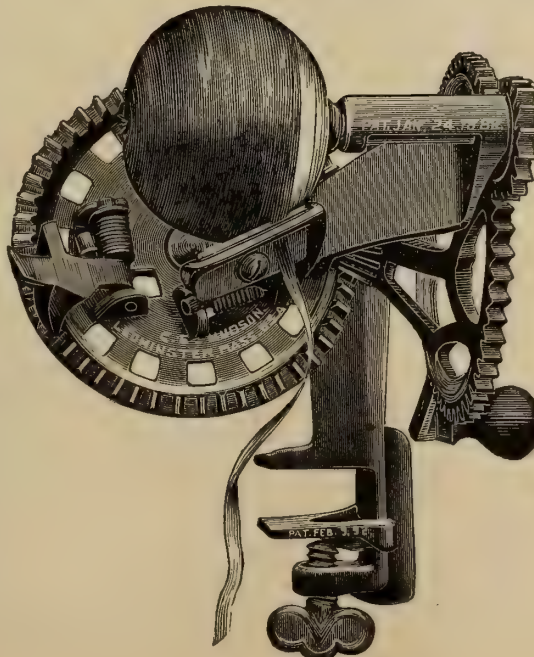
(The remainder of the Directors will be chosen from the Shareholders.)

Stock sheets are now open at our office, and we recommend the investment to our many friends. We have placed in our hands for sale 500,000 shares, which we offer to the public at 7½ cents per share.

PELLATT & PELLATT

AGENTS

36 King Street East - TORONTO, ONT.



Apple Parers

Hudson's Genuine.

"ROCKING TABLE"

PARERS

Hudson's Genuine.

"DAISY"

Parers, Corers
And Slicers

Orders filled promptly, and
at right prices.

Hobbs
Hardware Co.

LONDON, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE estate of George Howe, paints, Ottawa, who recently failed, is to be wound up. Mr. Howe was unable to furnish security for his offer of compromise. The ordinary liabilities are \$14,649, privileged claims \$1,200, and the assets are \$10,725.

Noel & Germain, stoves, etc., Montreal, have assigned.

R. Donaldson & Sons, machinists, Montreal, have assigned.

E. Levesque, general merchant, St. Pater, Que., has assigned.

N. Rivers, harness maker, Chesley, has assigned to M. A. Halliday.

H. Gagnon, general merchant, St. Felicite, Que., is seeking an extension.

J. C. Brunette, hardware, Montreal, has registered consent of assignment.

Chas. Lawlor, painter, Watford, has assigned in trust to Ingram P. Taylor.

Consent of judgment has been filed by T. Crevier & Fils., founders, Montreal.

L. P. Beauchemin, general merchant, Nicolet, Que., has assigned to Lamarche & Benoit.

Coffey & Co., general storekeepers, Thornbury, are offering to compromise at 40c. on the dollar.

Louis Montpelier, general store and cheese factory, Ripon, Que., has assigned to Lamarche & Benoit.

John Coyne, general merchant, Portage du Fort, Que., is offering to compromise at 40c. on the dollar, cash.

Nelson Courtemanche, general merchant, of Penetanguishene, who assigned some time ago, with liabilities of \$6,000, has offered his creditors payment in full.

The estate of D. A. McKenzie, the Eastern avenue varnish manufacturer, who assigned with liabilities of \$10,000, will pay a dividend of 15 per cent.

CHANGES.

The Toronto Whip and Novelty Co. is applying for a charter.

The Ontario Gold Mines Co., Windsor, is applying for a charter.

Beckwith & Co., stoves, Victoria, have sold out to A. J. Clyde.

The Alexander Duplex Tire Co., of Toronto, Ltd., has been incorporated.

James E. Annand, general merchant, Musquodoboit Harbor, N.S., has sold out.

Poitras & Jacobs, general merchants, Whitefish, Ont., have dissolved; Jos. Poitras continues.

James Douglas, general merchant, Dobbington, Ont., has assigned in trust to Alfred Robinson.

Drinkwater Bros., lumber, coal and wood, Orillia, have sold out coal and wood business to Herbert Doolittle.

C. Lundy, general store and coal, Newmarket, has been succeeded in coal business by Wilson & McKinnon.

A partnership has been registered in Spring Hill, N.S., by John Murray, jr., and Daniel Murray to carry on business as general merchants under the style of John Murray, jr., & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

Genest & Belanger, manufacturers of cement, Beauport, have dissolved.

J. P. Tetrault and J. Marcotte have registered a partnership in Montreal to carry on business as hardware dealers and builders under the style of Tetrault & Marcotte.

SALES MADE AND PENDING.

The stock of F. H. Ross & Co., painters, Victoria, is advertised for sale.

The stock of Christie & O'Brien, painters, etc., Halifax, has been sold by auction.

The stock of A. Limoges, general merchant, St. Therese, Que., has been sold at 17 1/2c. on the dollar.

The stock-in-trade of the Erie Iron Works, St. Thomas, inventoried at \$9,590.04, has been sold to Jas. Wright & Co., London, at 26c. on the dollar. Wright & Co. will continue the works at St. Thomas, with Wm. Risdon as manager.

FIRES.

The Belleville Box and Basket Co., Ltd., of Belleville, has been burned out.

The premises of John Laughier, manufacturer of pumps, Belleville, have been partially damaged by fire.

DEATHS.

Mrs. M. Leprohon, of M. Leprohon & Co., hardware, Joliette, Que., is dead.

M. Desrochers, tinsmith, and B. de Villers, agricultural implements, St. Nicholas, Que., have been burned out.

FIRE LOSSES.

The fire loss of the United States and Canada for the month of June, as compiled from the daily records of The Journal of Commerce, amounted to \$5,721,250, a remarkably light sum, even for a summer month. In June, 1895, the loss was \$9,223,000, and in June, 1894, \$8,282,000. Only two fires of over \$200,000 were reported. The aggregate fire loss for the first half of the year was \$63,959,550, a decrease of \$2,500,000 in comparison with the same period of 1895. The losses for the first six months of the last three years are shown in the following table:

	1894.	1895.	1896.
January.....	\$10,568,400	\$11,895,600	\$11,040,000
February.....	11,297,600	12,364,200	9,730,100
March.....	9,147,100	14,239,300	14,839,600
April.....	11,540,000	11,018,150	12,010,600
May.....	10,777,800	7,761,350	10,618,000
June.....	8,281,300	9,223,900	5,721,250
Totals....	\$61,613,200	\$66,497,600	\$63,059,550

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

PORTLAND CEMENTS

Best English and Belgian Brands

Calced Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & CO.,
MONTREAL.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.,

WILLIAM HILL

327 St. James Street, MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of Brandraai Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—**Owen Sound Portland Cement Co**
Or—**Shallow Lake, Ont.,**
John Lucas, 377 Spadina Ave., Toronto



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

ISLAND CITY
Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

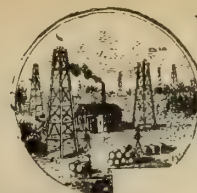


POWER OF MACHINERY VERSUS
MUSCULAR POWER.

SIR FREDERICK BRAMWELL has drawn an interesting picture of the insignificant thing that muscular power, whether animal or human, is when compared with the vast force exerted nowadays by machinery. Contrasting a galley, for example—a vessel propelled by oars—with a modern Atlantic liner, and assuming that prime movers were non-existent, and that this vessel was to be propelled after galley fashion, he proceeds thus: Take the length of the vessel as 600 feet, and assume that place could be found for as many as 400 on each side, each oar worked by three men, or 2,400 men, and allow that six men under these conditions could develop work equal to one horse-power. The product would then be 400 horse-power. If this capacity were doubled, the 800 horse-power would require 4,000 men at work, and at least the same number in reserve if the journey were to be carried on continuously. Contrast the puny results thus obtained with 19,500 horse-power given forth by a large prime mover of the present day. To obtain such a force, on the above method of calculation, 117,000 men at work would be needed, and 117,000 in reserve, and it is easy to see what this would mean in a vessel of 600 feet in length. Even if it were possible to carry this number of men in such a vessel, by no conceivable means could their power be so utilized as to impart to it a speed of 20 knots an hour. This is given as an illustration of how a prime mover may not only be a mere substitute for muscular work, but may afford the means of attaining an end that could not by any possibility be reached by muscular exertion, no matter what money was expended, or what stimulus was applied. Another instance is seen in the railway locomotive, in which 400 to 600 horse-power is developed in a machine which, even including its tender, does not occupy an area of more than 50 square yards, and that can draw a heavy train at 60 miles an hour. Here, again, the prime mover does what no expenditure of money or life could secure from muscular effort.

TO DETERMINE DIAMETERS.

Comparatively few persons are aware that the diameter of a circle or pipe with an area equal to that of any two other ones may be found by means of nothing but the square corner of a board and a rule, without the aid of any calculation, says Inland Engineer. The process consists simply in laying off the two diameters on two edges of a board, and measuring diagonally from one to the other. If a carpenter's square is handy, the process is reduced to a simple diagonal measurement. In case there are three or more pipes to be led into one, two of them may be converted into an equivalent one, and this one may be added to the other.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .
Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nu's, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



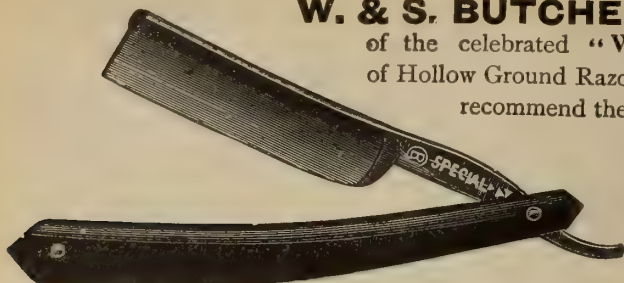
"JARDINE"

Horseshoe
Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. Jardine & Co.,
HESPELER, ONT.



WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, July 31, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box. \$5 00
I.C., usual sizes 6 25
I.X. " 7 50
I.X.X. " 7 50
J.R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P.D. Grades—
I.C., usual sizes 3 75
I.X. 4 75
I.X.X. 5 75
I.X.X.X. 6 75
D.C., 12½x17 3 50
D.X. 4 50
D.X.X. 5 75
NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes 2 90
I.C., special sizes 3 15
Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C., 20x28, 112 sheets 6 25
I.X., Terne Tin 7 50
I.X., Orion 7 50

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs }
14x60, " } 0 06 0 06½
14x65, " }
Tinned Sheets.
72x30 up to 24 gauge. 0 06 0 06
26 " 0 06½ 0 07
28 " 0 07 0 07½
Allandale, I.C. 2 90 3 00
" I.X. 3 65 3 75

Iron and Steel.

Base Price.
Common Bar, per 100 lbs 1 70
Reinforced " 2 35
Horse Shoe " 2 60
Band " 2 75
Hoop " 2 30
Swedish " 4 00
Sleigh Shoe Steel " 2 50
Tire Ste " 3 00
Machinery " 2 75
Cast Steel, per lb 0 10
Russian Sheet, per lb 0 10½
Tank Plates, 15 and thicker. 2 00
Boiler Rivets 4 50

Boiler Tubes.

1½-inch 0 06½
2 " 0 07½
2½ " 0 09½
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35

¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50
18 to 20 gauge 2 25
22 to 24 " 2 30
26 " 2 40
28 " 2 50

Canada Plates.

All dull, 52 sheets 2 30
Half polished 2 25
All bright 3 00

Iron Pipe.

Wrought, ¼, ⅜, ½, 57½ p.c.; ¾ to 1 in. 70 p.c.;
1¼ to 1½ in., 70 and 5 p.c.; 2 to 2½ in., 70
and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in case lots:
Per 100 lbs.
16 gauge 4½
18 to 20 gauge 3½
22 to 24 " 3¾
26 " 4¼
28 " 4¾
NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" 1¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 85
" 5-8 " " 2 85
" ¾ " " 2 75
Trace, per doz. pairs 3 60
German coil, per 100 ft. 1 65
Jack chain, iron, single, per
doz. yards. 0 13
Jack chain, double, per doz.
yards 0 15
Jack chain, brass, single, per
doz. yards. 0 20

Copper.

Ingot.
English B.S., ton lots 0 13
Lake Superior 0 11½
Bolt or Bar.
Cut lengths, round, ½ to ¾ in.
round and square
1 to 2 inches 0 18
NOTE.—Complete, lengths about 15 feet
from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 14½
Untinned, 14 oz., and light, 16
oz., irregular sizes 0 15
NOTE.—Extra for tinning, 2 cents per
pound, and tinning and half planishing 3
Planished and tinned, 14x48
and 14x60 0 26
4x6 ft. 25 to 30 lbs. ea., per lb. 0 16
" 35 to 45 " 0 15
" 50 lb. and above, " 0 14½
Boiler and T.K. Pitts.
Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge 0 23
From 20 gauge up 0 26

Brass.

Roll & Sheet, 14 to 26 gauge.. 0 20
" 27 to 30 " 0 21
" 30 and up 0 23
Sheets, hard-rolled, 2x4 ft. 0 21

Zinc Spelter.

Foreign, per lb 0 04½
Domestic " 0 03½

Zinc Sheet.

5 cwt. casks 0 04½
Part casks 0 05

Lead.

Imported Pig, per lb 0 03½
Domestic, per lb 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll.
Sheets, 3 to 6 lbs., per sq. ft.,
by roll. 0 04
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe,
in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe
Bar half-and-half 0 12½
Standard 0 11½
Wire 0 17
NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb 0 09
Other makes, per lb. 0 08

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt.
Pure, Assoc. guarantee, ground in oil,
25 lb. irons \$4 75
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00
Brandram Bros. Genuine 5 75
" Decorative 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James' genuine 5 75
" No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls. per
cwt 1 35
Yellow Ochre (J.F.L.S.), bbls.
per cwt 2 75
Yellow Ochre (Royal), per
cwt 1 10
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00
American Oxides, per cwt. 1 75
Canadian Oxides, per cwt. 1 75
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
Umber, " 0 10
do. av 0 09
Drop Black, pure 0 18
Chrome Yellows, pure 0 12
Chrome Greens, pure, per lb. 0 03½
Golden Ochre 0 03½

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 69
Extra " 0 90
Brown Japan 0 65
Brown Japan, Turpentine, p.g. 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 00
Pure Orange Shellac 2 10
Hard Oil Finish 1 30
Oil Shellac 1 40
White Shellac 2 40

Linseed Oil.

Raw, per gal 0 49
Boiled, per gal 0 52
Freight allowed. Price 2c. less Toronto

Turpentine.

5 to 9 barrels 0 40
1 to 4 " 0 41
Freight allowed. Price 3c. less Toronto

Castor Oil.

In cases, per lb 0 07½
Small lots 0 08

Cod Oil.

Cod Oil, per gal 0 50

Glue.

(In bbls.)

Common 0 07½
French Medial 0 10
Cabinet, sheet 0 11
White, extra 0 16
Gelatine 0 20
Strip 0 16
Coopers 0 19
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25
per cent off list; Munn's, discount 25 to
30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B.B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent.
Amer.
Central Fire Cartridges, pistol sizes, Dom
30 per cent.
Central Fire Cartridges, Sporting and Mil-
itary, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.,
net list. B.B. Caps, discount 45 per cent.,
Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.
Wads.—Baldwin's

Best thick white felt wadding, in ½-lb
bags 1 00
Best thick brown or grey felt wads, in
½ lb. bags 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge 0 25
Thin card wads, in boxes of 1,000
each 8 gauge 0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
Wilkinson & Co.'s Vices, lb. 0 09½ 0 10

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
Sewing, per gross, }

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
Chopping Axes—
Black Prince 7 25 7 50
Forest Clipper 7 25 7 50
Lance 8 50 9 00
Mann's 8 00 8 25
Maple Leaf 9 50 10 00
Hand Made 7 50 7 75
Glimax 8 00 8 25
Phantom 8 25 8 50

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66½ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargent's 5 50 8 00
Peterboro', discount 50 per cent.

Cow.

American make, discount 55 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Extra, 40 to 40 and 10 per cent.
No. 1, leather, discount 55 to 55 and 10 p.c.
Standard, 45 to 45, 10 and 10 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p.c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex, per doz. 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 60 p.c. off new list.
Tirc, dis., 60 per cent.

Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

e, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. 0 50 3 40
pairs 0 85 3 20
Berlin Bronze Canadian

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards, per doz. 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World, " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " 1 10
Queenstown, " 1 10
Napanea, " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz. 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz. 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 1 35
" No. 2 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

anadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

doz 90 1 75

FAWCETS.

Cork Lined, per doz. 0 30 0
Wine, per doz. 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz. 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent.
Nicholson File Co., 50 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz. 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Double Diamond.	Per 100 ft.	Per 50 ft.
14 to 25	4 55	9 10
26 to 30	4 55	9 10
31 to 35	4 55	9 10
36 to 40	4 55	9 10
41 to 45	4 55	9 10
46 to 50	4 55	9 10
51 to 55	4 55	9 10
56 to 60	4 55	9 10
61 to 65	4 55	9 10
66 to 70	4 55	9 10
71 to 75	4 55	9 10
76 to 80	4 55	9 10
81 to 85	4 55	9 10
86 to 90	4 55	9 10
91 to 95	4 55	9 10
96 to 100	4 55	9 10
101 to 105	4 55	9 10
106 to 110	4 55	9 10
111 to 115	4 55	9 10

Window. Box Price.

Star. Per 100 ft. Per 50 ft.

14 to 25 3 10 6 20

26 to 30 3 10 6 20

31 to 35 3 10 6 20

36 to 40 3 10 6 20

41 to 45 3 10 6 20

46 to 50 3 10 6 20

51 to 55 3 10 6 20

56 to 60 3 10 6 20

61 to 65 3 10 6 20

66 to 70 3 10 6 20

71 to 75 3 10 6 20

76 to 80 3 10 6 20

81 to 85 3 10 6 20

86 to 90 3 10 6 20

91 to 95 3 10 6 20

96 to 100 3 10 6 20

101 to 105 3 10 6 20

106 to 110 3 10 6 20

111 to 115 3 10 6 20

Pilkington.

1st break 2 70

2nd " 2 90

3rd " 3 10

4th " 3 40

5th " 3 65

6th " 4 15

7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40

2nd " 4 70

3rd " 5 40

4th " 5 90

5th " 6 50

6th " 6 90

7th " 7 70

GLUE POTS.

nated, each 0 30

Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz. 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz. 1 10 1 20

Sledge.

Canadian, per lb. 1 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0

HANDLES.

Axe, per doz., 5 p.c. rev. list.

Store door, per doz. 1 00 1

Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50

Socket Firmer, per gross 3 25 8 00

Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

KNIVES.		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.		
Lightning, per doz.	6 50	8 40
Heath's, 52½ p.c.		

LADLES.		
Melting, per doz.	1 70	4 50

LEMON SQUEEZERS.		
Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, each	1 20	1 30

LINES.		
Fish, per gross	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.		
Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	2 90	7 50

Cabinet, Padlock.		
English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MALLET.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.		
Canadian, per doz.	8 50	10 00

MEAT CUTTERS.		
Enterprise, American, dis. 25 p.c.		

MINING KNIVES.		
American, per doz.	0 42	2 35

MOLASSES GATES.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		

NAILS.		
Cut Nails (Iron)—		
1. Either Canada or American pattern—		
Basis—50 to 60 dy.	2 75	
40 dy.	2 80	
30 dy.	2 85	
20, 16, and 12 dy.	2 90	
10 dy.	2 95	
8 and 9 dy.	3 00	
6 and 7 dy.	3 15	
2. American pattern only—		
From 4 to 5 dy.	3 35	
3 dy (lath).	3 75	
3. Canada pattern only—		
From 4 to 5 dy.	3 25	
3 dy (lath).	3 65	
3 dy, A.P. fine.	4 35	
Car lots 10c. less.		

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.		
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		

NAIL PULLERS.		
German and American	1 85	3 50

NAIL SETS.		
Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.		
Poultry, 65 and 10 to 70 per cent.		

OIL.		
Canada refined oil (Toronto).	0 16	0 16½
Carbon safety " "	0 18	0 00
Canada w. w. " "	0 18	0 00
American w. w. " "	0 00	0 21
Pratt's Astial.	0 00	0 22

OILERS.		
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.		
Galvanized, per doz.	2 25	3 30

PENCILS.		
Dixon's, per gross	1 00	4 25
Carpenter.	2 25	3 60

PICKS.		
Per doz.	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 55 per cent., American dis. 55.		
Wood, fancy Canadian or American, 37½ to 10 per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.		
Miscellaneous, dis. 25 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.	2 00	5

PLIERS AND NIPPERS.		
Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.		
R. & L. Co., dis. 70 and 10 p.c.		

POPPERS.		
Corn, square, per doz.	1 35	2 00

PRUNING SHEARS.		
Per doz.	4 00	5 50

PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PUMPS.		
Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62½ p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		

PUNCHES.		
Saddlers', per doz.	1 00	1 85
Conductors, " "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.		
Bladder, per lb.		01½
Tins, lbs.	2 50	2 75

RAIL.		
Barn door, per foot.	0 03	0 03½
Sliding door, " "	0 03½	0 03½
Lanes, " "	0 03½	0 03½

RAKES.		
Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.		
Wood, 25 per cent.		

RAZORS.		
Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arbenz's, " "	9 00	18 00
Theile & Quack's " "	7 00	12 00

RAZOR STROPS.		
Currier's, per doz.	1 25	3 60

RIVETS AND BURRS.		
4 mos. or 3 per cent. cash 30 days		
Copper rivets, dis. 50 and 10 per cent.		
Iron " dis. 60 and 5 per cent.		
Tinned and black rivets, 60 and 5 per cent.		
Burrs, iron or steel, 50 and 5 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 30, 35 per cent.		

ROPE.		
	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¾, 5-16, ¾ in.	7½	00 9½
Cotton		15 17
Russia Deep Sea		00 13
Jute		6½ 7½

RULES.		
Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.		
Mrs. Potts, per set.	0 65	1 00
N.P., per set.	0 00	1 90

SAD HEATERS.		
Dome, Shepard's, per doz.	4 75	5 00

SAND AND EMERY PAPER.		
B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.		
Per lb.	0 22	0 50

SASH LOCKS.		
Triumph and Morris, dis. 37½, 40 per cent.		
Kempshell's, dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 per cent.		

SASH "LIGHTS.		
Sectional, per 100 lbs.	1 40	1 50

SAWS.		
Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft.	0 00	0 70

SAW SETS.		
"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.		
Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.		
Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.		
Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.		
Sargent's, per doz.	0 65	4 00

SCREWS.		
Wood, F. H., iron, and steel, dis. 80 & 10 p.c.		
" R. H., " dis. 75 and 10 p.c.		
" F. H., brass, dis. 77½ and 10 p.c.		
" R. H., " dis. 72½ and 10 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
" iron, " "	4 25	5 75

SCYTHES.		
Discount, 60 p.c. revised list.		

SCYTHE SNATHS.		
Canadian, dis. 40 to 45 p.c.		

SHEARS.		
B. & W., jappaned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinisch, dis. 60 p.c.		
Bristol, jappaned, 80 p.c.		
" N.P., dis. 70 p.c.		
Clauss, full nickel, 60 p.c.		
" jappaned handles, 67½ p.c. off.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHEAVES.		
Sliding door, per set.	0 77	1 40

SHOVELS AND SPADES.		
Canadian, dis. 42½ p.c. special brands net price.		

SIEVES.		
Wood rim, black, per doz.	1 05	1 10
" " " " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
" black	1 80	2 25

SNAPS.		
Harness, German, dis. 35 to 37½ p.c.		
Acme	3 00	5 00
Lock, Andrews	4 50	11 50

SOLDERING IRONS.		
Per lb.	0 00	0 24

WROUGHT SPIKES.		
Discount, 20 per cent.		

SPOKE SHAVES.		
Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.		
Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	00 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.		
Iron, per doz.	1 65	2 90
Steel, dis. 65 to 65 and 10.		
Try and bevel, dis. 50 to 52½ p.c.		

STAPLES.		
Fence, galvanized	0 03½	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.		
American, dis. 25 p.c.		

STOVE POLISH.		
	gross.	¼ gross. doz.
Scientific Stove Pipe		
Varnish	9 00	2 50

Scientific Stove Paste (5 lb pails) 60c. each.		
Scientific Furniture Polish.	12 00	1 25
Scientific Carriage Top Dressing, ½ pints.		2 00
Scientific Carriage Top Dressing, pints.		3 50
Scientific Enamel Paints	1 50	
Scientific Stove Enamel	7 50	2 00

STONE.		
Washita, per lb.	0 28	0 50
Hindustan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLDS, Man. Director.
J. J. MCGILL, Manager.

ESTABLISHED 1856

REORGANIZED 1887

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

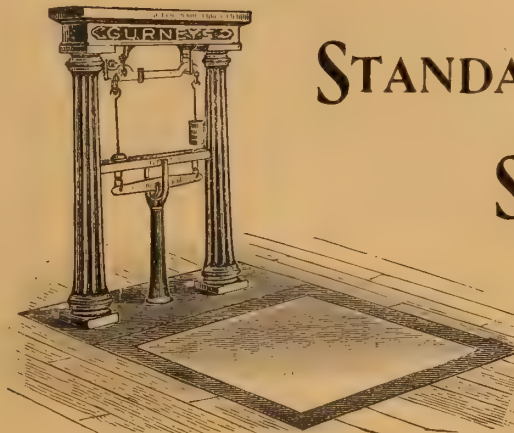
COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

The

Gurney Scale Co.

MANUFACTURERS OF



STANDARD
SCALES

Hamilton, Ontario.

VAIN REGRETS



avail nothing after the fire has
swept over the premises.

If you equip your store or warehouse
now with a pail that will be never missing,
you may have cause to be thankful.

Our Indurated Fibreware **Round Bot-
tom** Fire Pail can be used "For Fire Only."

Send for prices, terms and discounts

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg;
James Mitchell, Victoria and Vancouver. Permanent
agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

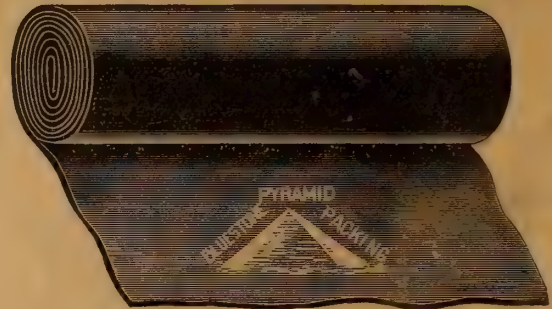
At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

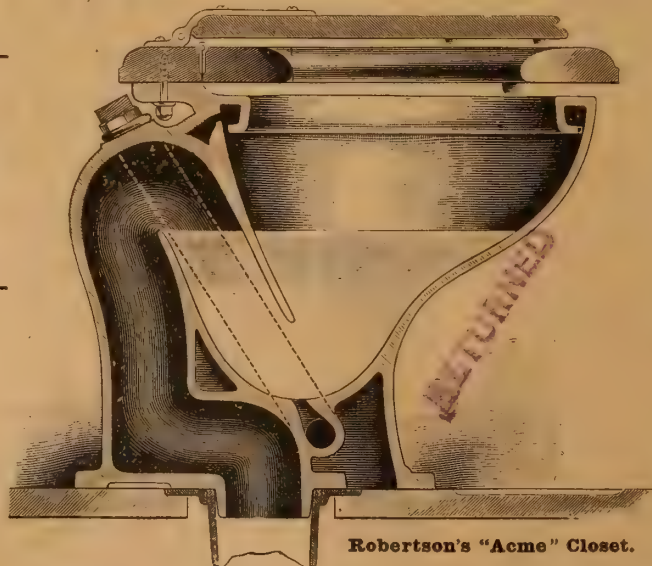
Simplicity is Perfection : ROBERTSON'S "ACME" SYPHON CLOSET

Is the perfection of simplicity and an excellent substitute for all of the higher priced closets. We guarantee it to be perfectly sanitary.

This closet is
rapidly making
its way
to the front.

We carry a com-
plete line of

**PLUMBERS'
SUPPLIES**



Robertson's "Acme" Closet.

It is giving
uniform satisfac-
tion, and is the
cheapest closet
on the market.

NO TROUBLE TO
QUOTE PRICES

Telephones
819, 1511

The JAMES ROBERTSON CO. Ltd.

263-285 King
Street West

Toronto

ON TOP—LANGWELL'S BABBIT.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, AUGUST 8, 1896

No. 32



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

Cutlery . .

See our samples for Fall Importation.
Good patterns, good quality, good value.
Specially attractive lines in Carvers, with
or without Cases, and Ivoride Table and
Dessert Knives.

A. C. Leslie & Co., Montreal

Western Representative: R. A. Baines, 28 Front St. E., Toronto

Canada's Largest Radiator Manufacturers.

HOW !!!

A question "between you and yourself," but there are others that can be answered by the experienced world—among them that old, but every day new one—how can I make money and win favor?

USE ONLY THE

"Safford"

KING OF
Radiators

They are eminently superior to every other form of Radiator in the world—

"AND YOUR HOW IS CONQUERED."

Any Size. All Shapes. 25 Styles.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited

.. Toronto, Ont.



Savage Hammerless Sporting Rifle

DESCRIPTION OF SYSTEM, MODEL 1895.

RICE LEWIS & SON, Ltd. *Canadian Agents* **TORONTO**



- A—Finger-Lever.
- B—Catch on Automatic Cut-off.
- C—Automatic Cut-off.
- D—Breech-opening.
- E—Breech-Bolt.
- G—Magazine Carrier.
- H—Projection or Receiver for Finger-Lever.
- K—Sear.
- L—Retractor.
- N—Hammer.
- P—Sear Screw.

Action Open.

- R—Trigger.
- S—Trigger Safety Projection.
- U—Recoil Shoulder.
- V—Trigger and Lever Lock.

WRITE FOR CATALOGUE.

Resisto



Patented.

Copper Range Boilers

If you wish to keep
pace with the age,
use Copper Boilers.

The Booth Copper Co., Ltd.

TORONTO

FALL GOODS



Galvanized
and
Japanned

Coal Hods

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, AUGUST 8, 1896

No. 32

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Major A. G. Campbell,
General Subscription Agent.

PREFERENTIAL TRADE AND THE LONDON TIMES.

Only Canada, among the colonies, is really desirous of a zollverein, and as the conditions of trade with Canada are altogether artificial, it behooves us to diagnose more fully the nature and extent of the causes which preclude the suggestion of a zollverein before consenting to a change in the whole fiscal system of the Empire. It will be strange if the Laurier Government, pledged as it is to the tradition of free trade, does not place greater reliance upon the relief obtainable by improved steamship and cable services than by creating obstacles in the erection of new tariff walls between Great Britain and her neighbors. This may do us a vital injury, and restrict our relations with foreign countries.

THIS, according to a cable despatch, appeared in The London (England) Times of July 27. With its pronouncement that the question should be diagnosed more fully before it is adopted we quite agree. Canada, as well as Great Britain, should become seized of all the facts and possibilities before committing itself to a scheme which must necessarily make great inroads upon her fiscal policy. But we arrive at this conclusion from a different source than does The London Times.

Its conclusion is based on the premise that "the conditions of trade with Canada are altogether artificial." If we understand this clearly it means that Great Britain's

trade with Canada, imports as well as exports, is "altogether artificial."

Our conclusion as to the necessity of a careful diagnosis of the matter is based upon the business principle that in making a deal we should be careful that we do not get the worst of the bargain. If we do not receive the quid pro quo in some way or other, we do not want preferential trade. A business man would be a fool to enter into an arrangement with a second party whereby he would yearly be made poorer. The wise arrangement, the just arrangement, is that which will produce mutual advantages.

As to Great Britain's trade with Canada being "altogether artificial," we are by no means ready to acknowledge. It is, of course, not altogether natural. But where are the two countries to-day whose trade with one another is altogether natural?

One nation has a Customs tariff for protection and revenue both; another has one which is for revenue producing only. Great Britain's is of the latter description; Canada's is of the former.

By her Customs revenue tariff Great Britain last year raised £20,501,180, or something like \$2.50 per head of population. The amount raised by Canada the same year was \$3.25 per head. Although per head of population Great Britain's Customs tax is 30 per cent. less than Canada's, it does not prevent it from being characterized as an interference with the naturalness of trade.

Naturally the Canadian tariff is a greater barrier against British goods than is the British tariff against Canadian goods. The British tariff is levied only against beer, chicory, cocoa, chocolate, coffee, currants, figs, plums, prunes, raisins, spirits, tea, tobacco, wines. We last year exported to Great Britain \$39,256 worth of whiskey, \$5,685 worth of tobacco and manufactures of, and \$1,496 worth of wines. But this was about the sum total of our exports to

that country which were subject to a tax on arriving there.

Altogether natural the trade between Canada and Great Britain decidedly is not. But it does not follow that it is, as The Times says it is, "altogether artificial." But granted, for the sake of argument, that it is as the "Thunderer" says it is; is that not really a good and sufficient reason for the establishment of the zollverein?

A zollverein, or preferential trade, as you may choose to call it, would entail the departure of Canada and the rest of the colonies who shared in its provisions from the high protectionist tariff now obtaining, at least as far as their attitude toward the Mother Land was concerned.

Mr. Chamberlain has clearly laid down the principle that the colonial tariffs must be revenue tariffs, not protectionist tariffs. But altogether aside from what Mr. Chamberlain has said, it is well understood that for any preferential privileges we may obtain in the British market we must accord the quid pro quo in the shape of a lower tariff on British goods.

In its essence, therefore, a zollverein such as that suggested between Great Britain and her colonies is a step in the direction of freer trade. In other words, making trade within the Empire more natural. Hence, for this very reason, it should receive the approval, instead of the disapproval, of The London Times.

As far as the Laurier Government is concerned, the Premier only a day or so before The Times' article was penned, declared in favor of preferential trade with Great Britain. And then if the "conditions of trade with Canada are altogether artificial," what is the use of the Government spending its energy in seeking relief by improved steamship and cable service?

To our mind that is grappling with an evil at its apex instead of at its base. A zollverein, on the other hand, would be beginning at the base.

NEXT SEASON'S BICYCLES.

THERE is undoubtedly a disposition on the part of manufacturers and dealers in bicycles in both Canada and the United States to dispose of their present stock of wheels in order to obviate the necessity of carrying them over till next season.

A good many have construed this into an evidence that bicycles next year will either be much cheaper or that marked changes may be made in patterns. A great deal to this effect has appeared in the daily press.

In spite of the great strides that the manufacturing of bicycles has made in the United States, it is beyond all question that England is the bicycle-making centre of the world. During the last few days **HARDWARE AND METAL** has had access to a great deal of private correspondence from manufacturers there of different articles which enter into the construction of a bicycle. What was therein contained by no means supports the view of cheaper wheels or material changes in patterns.

It is well known that during the past season the manufacturers of bicycle parts and bicycles have been unequal to the task of keeping abreast of the demand. And although new concerns are starting up, it does not appear that the congestion occasioned by the extraordinary demand promises to be relieved much during the next campaign.

Firm after firm engaged in the manufacture of bicycle material declares that it has already booked orders sufficient to keep it employed next season; and as for immediate shipments, some are compelled to refuse orders. A good many firms in England appear to have taken quite a few orders on Continental Europe account. "It has never been a question of selling goods," remarked one manufacturer, "but of making them fast enough."

Another and a marked feature of the situation is the price of bicycle-making material. In some instances there has been an appreciation of over 100 per cent., while substantial advances are common, and the manufacturers are firm in demanding these advances.

Improvements in the 1897 wheel may naturally be expected, but there does not appear to be any likelihood of material changes being made in patterns, at any rate as far as English makes are concerned. As one manufacturer remarked in effect: "New patterns cost money; there is no need for them. We shall make no change."

There is some talk in England of the effect of the possibilities of American competition, but those who, in the correspondence, express an opinion regarding the matter, declare that it will have no material effect on

prices. Those who are conversant with the situation will remember that the Americans were extensive purchasers of bicycle tubing in England the past season.

THE WIRE NAIL REBATE.

"THE change in the terms governing the sale of wire nails is causing a lot of dissatisfaction among jobbers here," said a Montreal jobber to **HARDWARE AND METAL**. "Stripping the rebate of all subterfuges, it simply means that the price has been cut 5c. The root of the difficulty lay in the fact that the makers did not exercise enough discrimination over their list. That is, they had firms classed on the list as jobbers who were both jobbers and retailers. By allowing such firms wholesale privileges they were not only treating the regular jobbers badly, but were doing a great injustice to the rank and file of retailers who did not have the same buying privileges as these semi-jobbers.

"If the makers cared to probe the matter to the bottom they would find the offenders among this class. In this case I think it the height of injustice to compel firms who are legitimate jobbers to deduct 5c. off the face of an invoice on wire nails because the makers do not care to watch these semi-jobbers as close as they should. If the makers were sincere in their desire to do the right thing by the retailers, they have only to take semi-jobbers who were found to be offending off the list of those entitled to wholesale prices. This would punish the guilty without making the innocent suffer with them. Besides, as matters are at present the makers are open to the insinuation that they took advantage of the excuse to lower wire nail prices without having the courage to do so openly. Legitimate jobbers find that the new rule gives them extra trouble with their invoices, when, as a matter of fact, there is no necessity for it, the proper remedy being so easy of application," he concluded.

In Toronto, on the other hand, the rebate meets with approval rather than disapproval among the wholesale trade. "We have no cause to complain," said one. "It gives us no trouble, while it is decidedly to the advantage of the retailer. And, what is more, it is getting in the thin edge of the wedge for the inauguration of a system which will guarantee a better profit to retailers in staple lines generally."

"The rebate of five cents per keg," remarked a manufacturer, "comes out of the maker and goes into the pocket of the retailer, and I cannot see how the jobber is affected at all. It can hardly be called a reduction in price, because the consumer pays the same as before, and the change is merely made to give the retailer a chance to sell to consumers who have hitherto been buying 10-keg lots direct."

HE SHOULD RESIGN.

A Montreal firm has trouble with a Canadian Senator. He has owed them \$3.39 for three years. He does not refuse to pay, but says times are so hard that he cannot do so.

Such a man is a disgrace to the Senate. No one should be appointed to that body who has not ample means to enable him to devote his time to the service of his country. If he has not he should be attending to his private affairs. If he lacks the ability to carry on business enough to enable him to pay his debts, he has not the ability necessary to assist in managing the business of the country, and should resign.

It is common talk that the late Government arranged with a wealthy Conservative to allow a Senator to resign in his favor, on condition that the latter would pay \$30,000 of the Senator's debts and contribute handsomely to the campaign funds. The retiring Senator was to be provided with an easy position in the public service.

TRADE IN ENGLAND.

Recent reports from England regarding the trade situation there indicate a continuance of the favorable conditions which have been so much in evidence there for some time.

All large holders of stocks of raw material, whether for the manufacture of iron and steel products or tin products, are making good profits on their investment. Raw material continues to advance, and manufactured articles of all kinds are going up correspondingly in price. It remains to be seen whether these advances will be maintained, in view of the situation in the United States.

Shipments from Liverpool to all foreign ports are reported good, except to the North American continent.

A RICH COUNTRY.

Mr. W. H. Evans, manager of the Toronto branch of the Canada Paint Co., is somewhat of a wit.

"The United States must be a rich country, isn't it?" he queried.

"Yes; but why do you ask," I ventured.

"Well, I supposed it was, because it has a platform of gold and free silver."

Mr. Evans left for the United States on Thursday night, ostensibly on a holiday trip, but, may be, in reality it is to search for the gold platform. Silver is not valuable enough for him to bother his head about.

SAULT STE. MARIE MERCHANTS ORGANIZE.

The retailers of Sault Ste. Marie, Ont., have formed an association for mutual protection against slow and doubtful debtors,

and also to curtail the illegitimate competition of pedlars, agents and transient traders, both Canadian and American.

HARDWARE AND METAL congratulates the merchants of Sault Ste. Marie on the wisdom of their step and trusts they may attain their object.

LINSEED DECLINES ONE CENT.

There have been further large arrivals of linseed oil in Montreal during the past eight days. As a result, importers there are well stocked up and have cut their prices 1 to 2c. per gallon down from where they were a week ago.

The decline has had the good effect of inducing a better enquiry, and a good business has resulted from it between first and second hands.

At this writing sellers in Montreal are accepting 48c. for round lots of raw and 50c. for boiled.

RADIATOR MAKING IN ENGLAND.

Mr. W. H. Carrick, vice-president of the Gurney Foundry Co., Ltd., Toronto, who has been in England looking after his firm's interests there, returned to Toronto on Friday last. He looks well and reports having had a pleasant trip as well as a successful one from a business point of view.

"The English people," he said, "are beginning to turn their attention to the manufacture of radiators on similar lines to those of Canadian make. Hitherto the manufacture in this line has been similar to what we see in hot-houses, namely, plain pipes."

GOLD WITHDRAWALS FOR CANADA.

The withdrawals of gold from the Sub-Treasury for shipment to Canada have of late attracted considerable attention and much criticism has been indulged in on the ground that the withdrawals were only ostensibly for Canada, but actually for hoarding, and it is argued that all the gold withdrawn for Canada nets the alleged shippers a premium of at least half of 1 per cent. over and above any profit on the exchange transactions.

The agents of the Dominion banks, however, deny that the gold is withdrawn for the sake of the premium on it; that it is simply sent to Canada because it is cheaper to send gold than exchange. They say that as the money is owing and has to be remitted when called for, gold has to be sent because of the impossibility of getting exchange except at a much greater expense.

—N. Y. Journal of Commerce.

DROPS FROM THE EDITOR'S PEN.

Business is a synonym for push.

Trade is cultivated upon the soil of confidence.

A liberal use of printers' ink will brighten dull times.

He who swears in the store is cursing his own business.

Almost any kind of temper is better than a sullen one.

Never mind your competitor's business; mind your own.

While a youth is a prig he will never bloom as a man.

Wink at the fault of others, but keep your eye on your own faults.

Earnestness in the store is what blood is to the body—life-giving.

The man who has brains does not go into business without capital.

Power to do business is derived from knowledge of its demands.

Teach your clerks to do their duty to themselves as well as to you.

A store window that cannot sell goods ought to have the shutters up.

There is nothing like brains and elbow grease to bring success in life.

Conceit builds a wall around a man several inches higher than he can look over.

Take a vacation if you would prolong your occupancy of your place of business.

He is an unwise man who refuses to accept the counsels of a friend.

Good goods, like a good character, are impregnable against the assaults of vilifiers.

Merchants who allow their notes to go to protest are allowing their credit to run to seed.

An association that is not alive must necessarily be dead; and what is dead is no use.

His own financial death warrant has many a man been signing when endorsing for a friend.

If you do not hoe your own row, weeds

will choke that which you are trying to cultivate there.

All the money in the world could not make one man; but one man can make a lot of money.

If Bryan should ride into power on silver we may expect trade to float out of the country on gold.

A church sometimes persecutes a smoker, and a smoker with bad weed often persecutes many people.

The crushing of the gold bug by the Silverites would mean also the crushing out of a great deal of the life of the United States trade.

Many a young farmer who has quit raising cereals to go into business to raise customers has found that his creditors fructified faster than that which he desired to cultivate.

The egotist is a man who sees no one but himself, and imagines that everybody sees no one but himself.

Business is always bad with some merchants, and, for the community, it would be better if it was worse.

The ordinary retailer has at least one advantage over the departmental store man: He can do a personal trade if he will.

Search diligently for the customer you have lost, but do not in the meantime neglect the ninety and nine who went not astray.

Many a man has been driven into the trench of bankruptcy because he failed to retrench when he was on the field of opportunity.

Were some merchants as careful in dressing their windows as they are themselves, what a difference would there be in many a shop window!

Goods cannot be sold unless there are customers. But, after all, it depends upon the manner of man a merchant is as to whether a business pays or not.

It is easier for you to travel in the footsteps of a foregoer, but it is better that you should be the foregoer and another the follower. It is the foregoer who is the winner.

It would be a thankless task to convince some merchants that there is good in their business. And yet there is good in everything. Even Old Nick has some good qualities.

MALLEABLE IRON.

MALLEABLE cast iron, says Kuhlows, is made principally from charcoal pig iron, and a percentage of scrap or sprue sufficient to use the culled work, gates, runners, and shrinkers that may result from the continued application of the process. After analyzing a number of kinds of pig iron, the author was led to believe that coke pig iron might just as well be used as charcoal pig, and developments have fully justified the assumption. The main difference between charcoal and coke pig iron is in the percentage of sulphur, and in the cost; but if a good quality of coke is used, the sulphur is not high enough in the coke iron to affect its use.

Sprue amounts to from 20 per cent. in heats for coupler or heavy work to 40 or 50 per cent. in light carriage work. An addition of 4 per cent. of heavy annealed scrap was introduced very successfully into all charges, and a large accumulation of the cheap and undesirable iron was disposed of. As much as 18 per cent. of annealed and broken couplers was tried experimentally in a charge for a coupler heat, and the resulting material was excellent, as far as quality was concerned, but the surfaces were not smooth, and gave an impression of pock marks. As annealed scrap can be secured at \$4 per ton, and as a great many will take no exception to a rough-looking casting if of good quality, it seems as though there might be a use for the piles of broken couplers which a day's ride can hardly help revealing.

The furnaces used in melting malleable cast iron are cupolas and open-hearth furnaces. The open-hearth furnaces which the author has used are of two types, a straight forced draught furnace, using a good, hard, close, bituminous coal as a fuel, with an air pressure of four or five ounces, and a Siemens-Martin furnace, using oil as a fuel. In this furnace the fire was entirely drawn after the day's heats, and with no repairs could be used about three days. After three days the bottom needed a little fixing and the sides a little plaster requiring an hour or two for the work. A renewal of some of the brick work was necessary about every six months. A charge of six tons would be ready to tap $3\frac{1}{4}$ hours from the time it was charged. The consumption of fuel depended on the number of tons per day melted, a certain amount of coal being necessary to heat the furnace for the first charge, whether 9 or 20 tons were melted. If 9 tons were melted the coal consumed amounted to 0.6 pound per pound of iron, and if 20 tons, to 0.45 pound per pound. The furnace loss was about 4 per cent. of the charge. Two men were needed to operate the furnace, the melter and the fireman; and four additional men were needed for about

15 minutes for charging each 5-ton heat. The Siemens-Martin furnace, with oil as a fuel, was of the nature of an experiment. The furnace had a capacity of about 8 tons, and was equipped with three oil burners at each end. As operated practically—that is, fired hard for 12 hours—the consumption of oil was 450 gallons in 24 hours. The checkers were used only for heating the air which was used in addition to that for atomizing the oil. Air was found far superior to steam as an atomizing agent, and was supplied by a compressor working under an accumulator pressure of about 60 pounds. At times there was considerable water in the air as delivered at the burners, and to convert that water into superheated steam, rather than to heat the atomizing air, the air-blast was conducted through a hot coil just before reaching the furnace. Oil, even when burned with an excess of air, seems to decarburize the charge very little, differing in this respect very materially from produced gas. The advantage of the oil furnace was in the saving of fuel cost (which saving is, of course, a function of location of plant), in having no ashes or refuse to deal with, and in having a furnace which could be used to suit the convenience of the molders without a corresponding fuel and attendance loss. The great disadvantage—which might be overcome by additional experience—was that the checkers became clogged too soon and too much time was required for cooling down, cleaning, and reheating. The labor to operate amounted to about 25 per cent. more than was required to operate the coal furnace. The furnace loss amounted to 2 per cent.

The manipulation of the charge in the oil furnace was practically the same as in the coal furnace, and the times for melting and heating were also nearly the same. About one hour and a half was required to melt completely six tons, the solid masses being shifted to hurry the melting. After the charge was melted it was frequently rabbled and the surface skimmed clean of all slag after the first good rabbling. Just before tapping a second skimming was made. Two tests were made before tapping a charge, the first to see if the iron was "high enough"—that is, to see if in the heaviest form into which it was to be poured the carbon would be practically all in the combined state. The determination for a charge for ordinary heavy castings was made by dipping out a little of the iron and pouring a bar about four inches long and one inch in diameter, and after it had set carefully cooling it in water. If cooled too rapidly the shrinkage was such that nothing could be told by the fracture, but if properly handled, in four minutes from the time of dipping out the iron the bar could be cast,

cooled and broken. If the iron was "high enough" the fracture would be entirely white, but if not there would be little spots of graphite about the size of the head of a small pin, and more or less numerous, depending upon whether the iron needed much more or little more time in the furnace. The second test was for fluidity and was made entirely by eye, using blue spectacles for protection. If thin enough the iron was a clear white, but if not it had a kind of dark hue not easily described. If the charge was intended for car couplers or other very heavy work the test bar would be larger, or about $1\frac{3}{8}$ inches in diameter. To secure thorough mixing in the furnace and to heat the hand ladles of the molders, the first ladle drawn by each molder was returned to the furnace through a side trough, but notwithstanding the precaution the mixing was very imperfect.

The cupola was used very advantageously in connection with the open-hearth furnace. It was used for the lightest patterns and for patterns where a uniformly superior metal was not of vital importance, and for shapes in which a considerable shrinkage would not destroy all strength. The lightest patterns were placed under the cupola because the fluidity of the cupola metal was greater than that of the furnace metal, due to the higher percentage of carbon which resulted from the contact of the iron with the coke fuel. Ordinarily, if the charge is properly introduced, the quality of the product is very good, but at times the iron is not mixed in going down the cupola and gray castings result. The high temperature of the iron and the excessive hardness which was necessary to avoid gray iron in the heavier shapes made the shrinkage of cupola iron destructive to some forms, as, for instance, a corner iron. In the cupola a much larger percentage of sprue could be used than in the furnace, because of the recarburizing tendency of the fuel. A high percentage of carbon in the iron is necessary for fluidity and clean castings, and on the hearth the bath loses rather than gains carbon. Coke was used for fuel, and a small quantity of oyster shells or lime served to clean the iron and keep



the cupola free from slag. About $\frac{1}{4}$ pound of coke was used in smelting one pound of iron.

For small work hand ladles with a capacity of about 40 pounds were used. Hard iron, if at the proper temperature for small work, scintillates brightly when tapped, differing from the more globular sputtering of gray iron.

Green sand, with a mixture of plumbago and cement for a facing, was used for molds. Most small shapes were cast with several pieces on a gate, and the pieces were so lightly attached to the runner that a slight blow was sufficient to detach them. Machines were advantageously used for making most molds.

Depending upon the form of the castings, they were next either tumbled or pickled. If the tumblers were filled properly, it was surprising to see the delicate shapes that stood the treatment without breaking. The pickle was a very dilute, sulphuric acid, which was poured over the castings, and after being allowed to stand for a short time was removed, together with the loosened sand, by a water bath. The hard castings were then inspected and the good ones chipped of fins and gate connections.

BROKEN GLASS IN COURT.

THE E. Harris Co., Ltd., and Burden, of Toronto, sued J. M. Cochrane in the Western Division Court, Toronto, to get \$44.35 on a note he made in their favor. In September, 1894, he ordered several boxes of double diamond glass, 20 x 20 inches, for \$40 a thousand square feet. The glass was imported by the firm but, Cochrane swore, they wouldn't deliver it and he had to pay for its delivery from the cars. When he came to use the glass much of it was broken; in four boxes nearly every light was smashed; of 36 lights in the box 33 were broken and the other three were split. He complained to the firm but was told he'd have to stand the loss himself, and they refused to make it good. He paid \$20 cash and paid one note of \$50, but refused to pay another. He is willing to pay for what he got, but not for the broken glass.

Mr. W. M. Burden said the customer must take the glass ordered whether broken or not; "it's the custom of the trade," a sort of buying a pig in a poke business. Judge Morson informed him that the buyer must know that custom. His Honor did not think a customer should pay for boxed glass, broken or not, unless he first knew its conditions; the custom "must be imported into the contract."

Cochrane's expressman swore he drove very carefully, and did not break the glass on the way from the station. Cochrane's workman kept tab of the glass as it was

taken from the boxes; his figures were put on a shingle, copied into a book and shown to the judge; by this means the broken glass was recorded.

Mr. C. E. Burden, of the firm, said Cochrane was satisfied with the quality of the glass, but said nothing as to the quantity. Old Mr. Burden denied one of Cochrane's statements as to complaint about the broken glass.

The Burdens took the position that Cochrane bought the glass subject to breakages, whether he saw it in the boxes or not. Cochrane denied this. The case was a lengthy one. At its conclusion the judge found that \$31 must be deducted from the firm's claim to compensate Cochrane for the broken glass.

PORTLAND CEMENT.

A series of comparative tests of Portland cement made by American, English, German, Belgian and Danish manufacturers, published by Engineering News, shows that no nation has a monopoly of the manufacture of good Portland cement; on the contrary, the reputable brands of cement appear to be of about the same quality in one country as in another. This is, after all, what should be expected. Portland cement

Will Handle No Other

H. S. Moffatt, Jasper, Ont., wrote us on July 31st, as follows:

"Forward by next freight 1 case Sherwin-Williams Yellow Floor Paint No. 477, quarts. Paints are selling well, and if they continue so good, I'll handle no other."

Paints that evoke expressions of this kind are good paints—they're business winners.

The Walter H. Cottingham Co. Ltd.

Mfrs. The Sherwin-Williams
Finest Paints and Colors

MONTREAL

is made from certain well-known constituents, and if those are combined in proper proportions and the process of manufacture is correctly conducted, the product should be about the same, no matter where the manufacture is carried on. There has been, and still is, a large amount of "superstition" concerning cement among engineers, and we even now hear it said that this or that or the other country is the only one that can produce "genuine" Portland cement. The diagrams published by our contemporary appear to show how little foundation there is for such statements, and "the fallacy of the still too common impression that American Portland cements are inferior to those of foreign countries."

RAYS AND ARMOR PLATES.

Enough has already been demonstrated to make it clear that Professor Roentgen's discovery is applicable to many things besides the human body. Engineers may inspect metals and other materials, thus adding to our knowledge of the safety of iron bridges and similar constructions. The strength of a gun may be ascertained with accuracy by the "shadowgraph," and armor plates may be tested by the x rays. These are often spoiled by firing at them for a test, which is rather expensive, and, as a rule, only proves whether or not the individual plate spoiled was a good one. Each plate tested costs the Government of the United States about £2,000.

NOVA SCOTIA GOLD MINES.

THE following has been contributed to The Halifax Chronicle by an experienced gold miner :

So far as my experience goes, the gold mines of Nova Scotia are only in their infancy. We all know that the most of our gold mines have been badly butchered in the past, for the reason that at the time they were worked we had not a practical gold miner in the country. Most of our mine managers were farmers, or men doing a little merchandise business. So far as they knew how, they did very well.

The question now is : "how did they leave the mines and why did they stop working them?" I will try and answer this question. Because they had gone as far as they could go for the want of good machinery, and in some cases for the want of knowing what kind of machinery they needed. Some of the mines were timbered so badly that they were unsafe to work in. Then some of those mines were sold to some foreign company and misrepresented. When those new companies took charge they thought they had nothing to do but put in new machinery and start to work and then the dividends would roll in. I am very sorry to say that not many of those companies had the pleasure of dividing the dividends.

There have been good properties bought in Nova Scotia by foreign companies that should have paid, and the reason they did not pay in many cases was on account of the men they put in charge. The first thing they would do was to spend all the money that was put up for working capital. This was spent on the surface before the mine was touched and the companies were asked for a few thousand more to start the mine, and were told then the mine would pay all running expenses.

In most cases the companies were discouraged before they would get their mine in working order, and I don't wonder. I can tell you the end those mines came to in many cases. They were let out on tribute and the tributers worked them by horse power. They would manage to keep the water down in a dry time of the year and take the roof out and let the mine cave in. I can take you to-day to some of the best mines in Nova Scotia that have been used in this way.

Look at Goldenville. This is one mining camp I will refer you to. To-day it is one of the best mining camps in the province, and the day is coming when you will see my words come true. Look at the returns from there to-day from old mines that have been shut down for some fifteen years, and at the time they were shut down no one thought they would ever be worked again. This

will show us what practice and experience will do. If we had asked James A. Fraser 15 years ago if he could make the very mine he is now working pay he would say no. With his experience since that time he has taken one of the old mines, and with improved machinery is making it pay a handsome dividend.

The kind of managers we want to take charge of our mines are men like J. E. Hardman, Geo. W. Stuart, A. A. Hayward, James A. Fraser, Mr. Sanders, of Carriboo; F. S. Andrews, of Gold Brook, and W. J. McIntosh, the manager of Modstock gold mine. I feel proud to say the most of those men are Nova Scotians, and I don't see why more of our young men don't try to reach the top of the ladder and get out of the old way of working. If they would, I think there would be no trouble for many more of our mines working and paying a dividend, as well as giving our mines the reputation that is justly due them.

Take Salmon River mine for instance. I believe it is to-day one of the best mines in Nova Scotia. It seems a pity that mines like this should be shut down. There are many more I could refer you to that are good mines, and I expect to live to see them all worked again.

I would like to say one word to companies wanting to sell gold mines owned in Nova Scotia. That is, not to misrepresent them. Try and give the people wanting to buy value for their money. Don't try to rob them of their good money for a property worked out. I maintain that such misrepresentation has hurt the mining industry of our country. We all know there have been good mines sold, which are now shut down. But the mine is not to blame. We also know that there have been mines sold for large sums of money that were never any good, and some sold that had been good paying mines, but were worked out before the time of sale. I would also give a word of advice to companies buying mines. That is to get the best practical mining manager you can, and try and get him belonging to the county where the mine is.

For we all know a man who has spent all his life on a farm may be a good farmer. I would not think he would be the man to manage a mine. A man may be a good man to go through the country selling jewelry. I would not care to have him run a mine. A man may be a good surveyor, but he will need mining experience before he is capable of managing a mine. A man can be a good lumberman, a great man to rush work, but he is not the man to manage a mine. Give me the man that has had the practice, who has worked himself up, and if a mine can be made pay he is the man who can do it.

IRON AND STEEL IMPORTS.

The following is a statement of the total quantities of iron and steel supplied by Great Britain, Germany and Belgium to the total imports of different countries in 1882 :

Imports of iron of all kinds from—			
	England.	Germany	Belgium.
Belgium	86,000	121,000	.....
Holland	329,000	101,000	94,000
United States.....	1,102,000	125,000	30,000
France	205,000	122,000	115,000
Austria	6,000	118,000	.....
Russia.....	164,000	109,000	21,000
Italy	107,000	60,000	39,000
Switzerland.....	.....	47,000	.....
Spain	32,000	30,000	42,000
Denmark .....	.....	14,000	.....
Norway.....	.....	3,000	.....
Sweden	10,000	4,000	.....

"From the above figures it is clear that we (Great Britain) do not now meet with Continental competition for the first time. On the contrary, it is rather an old story, going even as far back as the last century, when we imported most of our bar iron from Russia, and most of our steel from Germany and Sweden," remarks a British journal.

COMPLIMENTARY.

Scene, along the Welland road en route for Dunnville.

Commercial traveler to portly hotel keeper — "Say Mac, your daughter is a pretty good cook!"

P.H.K.— "Yes, our 'Lizer can cook a meal of 'vittels' as well as the next man!"

CANADIAN HOME
OF PERFECTO VARNISHTHE COTTINGHAM
VARNISH CO., Ltd.

Manufacturers of

PRATT & LAMBERT'S
VARNISHES

FACTORY:—

Corner St. Patrick St. and Atwater Ave.

OFFICE:—21 St. Antoine Street

Montreal

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

... Toronto



SIZE 1—Retail Price, 5 cents.



SIZE 1 A—Retail Price, 10 cents.



SIZE 2—Retail Price, 20 cents.

DIRECTIONS—Take a little on soft cloth, rub hard, clean off, then rub with a dry clean cloth or chamois.

GRAHAM Cut and Wire Nails are the best.

Matchless Metal Polish

IS UNRIVALLED
FOR IMPARTING A

TRANSPARENT AND LASTING BRILLIANCY

TO ALL KINDS OF

Brass, Copper, Steel,
Tin, Bronze Metal and
all Bright-Metal Wares

Specially adapted for Cleaning
and Polishing Bicycles.

IT WILL CLEAN AND POLISH HOT
METAL WORK AS READILY
AS COLD METALS.

LIBERAL DISCOUNT

Packed, No. 1 and 1 A, $\frac{1}{2}$ gross boxes.
No. 2 . . . $\frac{1}{4}$ gross boxes.

H. S. HOWLAND, SONS & CO. - TORONTO

NEW AIR MOTOR TESTED.

ONE of the three Hardie air motor cars recently received by the Third Avenue Cable Car Co. for use on the 125th street line was privately tested between 1 and 2 o'clock Thursday morning, with the most satisfactory results.

The car was run out of the car house of the St. Nicholas avenue road, on Manhattan street, near the western boulevard, and was run twice over the 125th street road, from North River to Harlem River.

On the car were Inventor Hardie, Superintendent Robertson, of the Third Avenue road, and a number of officials of the road, and of the American Air Power Co., which manufactures the cars.

The car was run at the will of the motor-man at a speed of from four to fifteen miles an hour, and the McPherson brake, with which it is fitted, acted with great promptness and efficiency.

Each car is supplied with a sand box, which dumps a quantity of sand on the track when an emergency requires that the car be stopped with more than usual quickness. The sand box was tried yesterday morning when the car was moving at the rate of twelve miles an hour and the car was stopped in a little more than its length.

The compressed air reservoir had a pressure of 2,000 pounds to the square inch when the car started on its trip, and the pressure was reduced one-half when the car had completed its journey of eight miles. It is estimated that the reservoir will hold enough compressed air to propel the car a distance of 15 miles.

Mr. Hardie, Mr. Robertson and the other gentlemen who were on board of the car during the test expressed themselves as thoroughly satisfied with the result, and it is probable that in time all the roads belonging to the Third Avenue Co. will be furnished with these cars.—N.Y. Journal of Commerce.

THE DEMAND FOR SILVER GOODS.

THE low price of silver, coupled with a considerable increase in the purchasing power of the public, has led to an enormous growth in the volume of the silver trade of the country. This is proven to demonstration by the statistics relative to the quantities of silver assayed at the Birmingham, Sheffield and Chester offices, as detailed in the recently-issued official report of the deputy-master of the Mint. Were the London figures given also, there is no doubt that the magnitude of the total would be greatly increased, not only in respect of the London trade per se, but also as regards the silver made at Sheffield, which is sent to London to be marked in order to meet the

views of customers who prefer the London mark. At the Birmingham Assay Office the following quantities of silver were assayed last and previous years :

1891. Oz.	1892. Oz.	1893. Oz.	1894. Oz.	1895. Oz.
1,240,982	1,347,275	1,276,317	1,401,449	1,796,056

At the Sheffield Assay Office the quantities dealt with were as follows :

1891. Oz.	1892. Oz.	1893. Oz.	1894. Oz.	1895. Oz.
311,437	341,853	404,607	496,148	715,248

The figures for the Chester Office were :

1891. Oz.	1892. Oz.	1893. Oz.	1894. Oz.	1895. Oz.
246,909	233,491	208,388	297,250	311,624

There has been a slight increase also in the quantity of gold-plate assayed, but nothing at all comparable to the increment in the quantity of silver. The deputy-master of the Mint observes that the increase in the amount of silver assayed at Sheffield is remarkable, which is amply justified by an increase of over 40 per cent. in the year 1895. This tendency on the part of the public to prefer silver rather than E. P. goods is one which deserves the studious attention of iron-mongers, who should not permit the change in the fashion to affect their sales. They have always been amongst the chief vendors of electroplate, and they will be extremely shortsighted if they allow the question of a small licence duty to stand between them and a profitable branch of their business. That this department is highly valued by the silversmiths and jewelers is proven, apparently, by the fact that on a census being taken of the members of that trade as to whether they would like the duty abolished or retained, about 90 per cent. of them voted for its retention! The hint so conveyed should not be lost upon our friends.

GARDNER TOOL CO.'S NEW WORKS.

This company are busily engaged in putting the premises late in use by the Jenckes Machine Co., in readiness for the removal of their extensive works from Brockville here.

The buildings being got ready are (1) the large machine shop and finishing room, the front end of which will be used as a business office; (2) the grinding room, just in rear of the machine shop; (3) the forging room (used as a foundry room by the J. M. Co.), a large building of solid brick; (4) the hardening room; (5) store rooms, etc. In addition to these the saw factory, which has been in operation the past three months, and has on hand a large stock of mill and hand saws of all kinds.

Mr. Gardner, who has been here this week superintending the changes being made by D. G. Loomis & Sons, contractors, informed our representative that he expected the shops would be removed here some time

next month, and that they would be in full working order by the latter part of September, when a large number of experienced mechanics would be employed in the various departments of the works. He is having a good many necessary changes in the buildings to suit the convenience of their works, which will be decided improvements. We shall be pleased when Mr. Gardner and his people are established in our midst, and we hope and believe they will meet with the success their enterprise merits.—Examiner, Sherbrooke.

NOVA SCOTIA COAL.

We have before us a letter to Messrs. Gray, Irelan & Co., ship brokers, of this city, from one of the largest firms in Boston, asking for more vessels to carry coal from Louisburg, the seaport of the Nova Scotia mines, to New England ports. This Boston firm has chartered the largest American schooner afloat for six or more trips, and about 20 other vessels, all of which are busily engaged in filling New England with Nova Scotia coal. "Offer us whatever vessels you have, large or small," say the Boston men. The meaning of all this is only too plain. Unless something is done the soft coal trade of New England is lost to Baltimore, and Western Maryland and West Virginia will suffer consequences, along with our coastwise trade.—Baltimore American.

GOLD, SILVER AND COPPER IN N.S.

The copper beds on French River, in Colchester County, noticed a few days ago, are reported this week as having improved very much in the showing of ore. The ore-bearing rock is reported fully 16 feet thick, carrying ore plentifully—8 per cent. to 80 per cent. in copper. Some of the beds yield a few ounces of silver per ton, and sights of gold are found through nearly the whole formation. One assay for gold gives \$9 worth per ton. The men at work on the property have 30 or 40 tons of ore out already, and shipments for smelting will be made this season. Messrs. McKim & Harkness, of Cumberland, are to be congratulated on this find, which seems to tally closely with some of the "booming" properties of British Columbia, — Chronicle, Halifax.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

TAKING ORDERS.

PROBABLY there is no retail business like the ironmongery in which so large a part of the salesman's duty consists in taking orders for goods to be made in the workshop or procured specially from the manufactory, says a writer in Ironmonger. Yet, notwithstanding this obvious fact, but few ironmongers give the subject more than ordinary attention. It seems to be assumed that selling goods from stock and taking orders for special things are similar operations. But when the article is in stock the buyer can see exactly what it is, and in most cases can determine whether it will or not serve his purpose. On the other hand, when the seller is taking an order for something to be made, or to be procured, he has to rely largely upon the buyer's description. Few ironmongers object to take back a stock article if it does not suit, but most of them are bound to refuse to allow a customer to return goods which have been made or procured to order. The distinction is important, for many who are tolerably good salesmen of stock frequently fail to suit their customers when the latter want something lying outside the range of the stock itself. In a business so comprehensive no ironmonger can keep a sufficient variety to satisfy every requirement of his customers, and of necessity it will happen

that many will be driven to competitors unless salesmen are competent to take orders for non-stock goods. He is an objectionable salesman who attempts to take orders for non-stock goods, and yet from some reason or another fails to make or procure the thing required. Says the buyer: "It is not what I wanted, therefore it is not what I ordered." I make no comment on the curious reasoning which enables a person to assert that if the thing procured does not suit, therefore it could not be what he ordered, merely remarking that the fallacy is very general, and that if a buyer chooses to reject an article—whether on just grounds or otherwise—it rarely pays the seller to force it on him.

Perhaps it is permissible at this stage to digress slightly to consider whether the salesman should try to sell what he has in stock—irrespective of its fitness for his customer's purpose—or whether he should attempt to procure it, many stoutly affirming that every effort should be made to sell from stock, that fitness, etc., is the buyer's concern entirely, and that there should be no thought whatever of procuring goods to order except where absolutely imperative. Although there may be something to recommend this view, it is worthy of notice that where the policy is adopted buyers soon become shy. It is also equally noticeable that

salesmen whose first consideration is to learn what is wanted, and who then take pains to supply it, always earn the respect and confidence of their patrons. Depend upon it, the truest wisdom is to consult and serve the best interests of the customer.

In endeavoring to discover what a customer wants the salesman must learn, if he can, the object and purpose of the customer, and having thus acquainted himself he should be at some little trouble to suggest the most suitable article in the market.

Perhaps only a general idea can be formed at first, but a mental process, more active in some than in others, is involved, which resembles the condition of a person walking on a moor who sees at a long distance from him an object; as he gets nearer he discovers it to be a man; a little nearer and he finds him to be in uniform; nearer still he can tell it is a soldier; and on getting closer he recognizes the features.

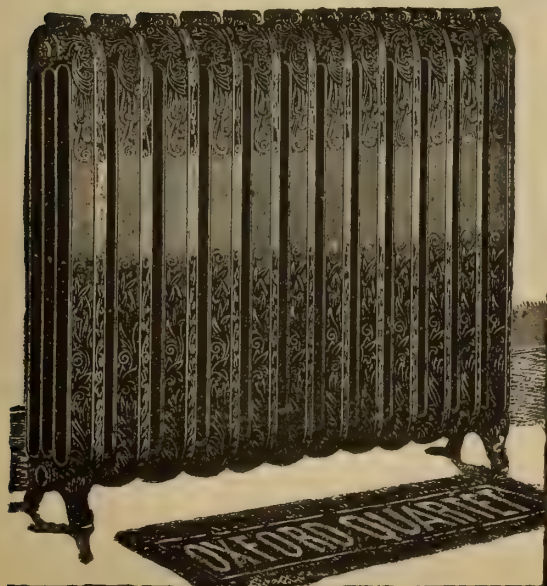
In like manner the salesman forms an accurate notion of a customer's requirements by degrees. The incautious salesman seems unaware of this, and immediately on gathering a shadowy idea of the thing required is ready to exclaim, "I see what you want and will make it at once." But an experienced man is careful to explain to the customer exactly what he proposes to supply, and, if conscious of the inadequacy of his

Genuine Worth

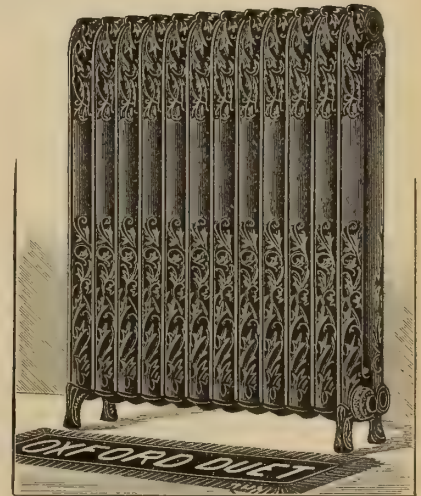
Is the groundwork of the fame and reputation of

"OXFORD" Boilers and Radiators

FOR HOT WATER OR STEAM



They are the World's Standard. Endorsed by all engineers and unequalled for mechanical excellence and perfect efficiency.



The **Radiators** have the only perfect joint—iron to iron, no gaskets used, and are made in every variety of size and style.

The **Boilers** have been adopted by the Dominion Government because of their unequalled construction and perfect circulation.

The GURNEY FOUNDRY CO. Ltd. - TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL



ESTABLISHED 1860

INCORPORATED 1895

STOVE BOARDS

ELEGANT AND CRYSTALLIZED

Our Stove Boards are made in one piece, with seamless corners, beautifully lithographed designs in different colors that will not fade.

The Thos. Davidson Mfg. Co. Ltd.

Coal Hods, Fire Shovels, Elbows, Etc.

MONTREAL

language for describing the thing, he demonstrates his meaning by drawings, or presents articles similar in shape, material, finish, size, etc., to the thing he proposes to make, and thus gives the buyer an opportunity of expressing an opinion in respect to every detail and particular of the thing as it exists in his imagination. Sometimes it is desirable to go a degree further by finally reading the memoranda aloud to the customer. Occasionally it is necessary to show what has been written, particularly so in the case of orders for engraving name-plates, making branding-irons, etc. "But," it is objected, "some customers will not put up with this. I have to take an order just as I can catch it, and trust to luck that it turns out correctly." This I admit is true; but in dealing with cases of this kind—which, happily, in the aggregate are not many—it is necessary to have regard to the character of the customer. If he is straightforward and not difficult to please, proceed with the order, unless the instructions are very vague. If, however, he is particular, irritable or treacherous, carefully specify what you understand his order to be and send a copy of the order, delaying execution for a day or two to give time for confirmation. Never be frightened into proceeding with an ambiguous order; it is less trouble to fight it out at first than to settle the almost inevitable

dispute afterwards. Not a few people change their minds after giving an order or the pressing need for the thing has passed over, and such are sometimes only too ready to take advantage of any circumstance likely to assist them in rejecting the goods.

Mistakes are liable to arise also from the use of ambiguous language. Whenever it becomes necessary to use a word liable to be misunderstood always accompany it with your own interpretation, either by the addition of a synonymous term or, better still, by subjoining a drawing. It is worth noticing that it sometimes happens that neither a word nor its synonym conveys exactly the right meaning, yet if both are taken together the sense becomes quite clear.

Do not fail to state every particular—finish, size and price—especially the last named. If the exact cost is unknown, mention what you expect to pay. By adopting this plan the manufacturer or workman can correct an underestimate before the matter has gone too far.

NICKEL STEEL RAILS.

According to L'Industrie Electrique, nickel steel rails are now being introduced on French railways. This nickel steel is a combination of iron with charcoal, small quantities of manganese, 2 per cent of nickel

and a little titanium. The nickel steel rails are said to prove especially satisfactory on electric railways. Their surface possesses 10 times the power of resistance of ordinary steel rails. The old steel rails can be used up to a proportion of 56 per cent in the production of the nickel steel rails.

PATTERNS FOR COLONIAL SETTLERS.

A correspondent quotes from a letter he has received from a relative in Australia, a timber merchant, which tempts us to revert to the well-worn theme of the indifference our manufacturers show to supply patterns of tools which are in favor amongst colonial settlers. In this case, the complaint is that it is impossible to get axes of the "Collins" pattern of British make. English colonists would rather buy an English-made axe than an American or German, if they could get the right pattern, but, as they cannot, they are compelled to take the foreign-made, since the pattern suits them. German houses are not so slow and immovable. They make what they discover will sell, and the result is that German axes of the "Collins" pattern sell readily where British axes can find no market. This is all very stupid on our part, but it has been said so many, many times that very likely nothing is to be gained by saying it again. However, there are the facts, and it rests with British manufacturers to meet them if they have the spirit to do so.—Hardwareman.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine

Binder Twine

... OUR ...

Special Amber Shield Brand.

The best value of any twine on the market.

Quantity limited.

Send orders promptly.

DO YOU REQUIRE
LINSEED OIL - TURPENTINE

PRICES ARE LOW AND FAVORABLE

Sanderson Percy & Co. 61, 63 and 65 **Toronto**
 Adelaide St. West.

Fishing Tackle For a Song

See the bargains we are offering. Our stock is going fast and those wishing to take advantage of our

CLEARING OUT SALE

Must do so at once. All our stock must be sold before moving, and our prices are 50 per cent. lower than you can get the same goods for elsewhere. Parties ordering by mail can depend on getting just what they want or we will cheerfully refund their money. We are without exception the Largest Sporting Goods House in Canada.

The R. A. McCREADY CO. Ltd., Temporary Premises 219-221 **Toronto, Ont.**
 Yonge St., cor. Shuter and Yonge,

STOVE BOARDS Crystallized, Embossed,
 Elegant and Maple Leaf
COAL HODS All kinds and sizes.
ELBOWS 1, 3, 4 and 6-piece.
DAMPERS Canadian and American.
PAT. STOVE PIPES, Etc.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:
Samuel, Sons & Benjamin
 164 Fenchurch Street, London, E.C.

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Aug. 7, 1896.

HARDWARE.

NO important or general change is to report in the hardware market. Demand for many lines has shown more life during the past eight days, but the complaint applies to all that buyers will only take small lots. Payments, however, are quite satisfactory on the whole. Wire, both barbed and plain, has been without life. Cut and wire nails have been more enquired for, but only in a small way. Horseshoes and horse nails give indications of a widening business. Screws continue to move well in small lots, and the same can be said of tacks, carriage bolts, iron and copper rivets. Binder twine is lifeless, while the decline in cordage that was advised for the 1st of August is now established, prices being $\frac{1}{2}$ c. lower. Orders for cutlery are increasing, and sporting goods of all kinds have moved to a certain extent during the week. In fact, all kinds of shelf hardware exhibit a fair degree of life, though buyers stick to their conservative policy.

PLAIN WIRE—No change in wire which rules dull. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—Almost without life. We quote as follows: \$3.12 $\frac{1}{2}$ per

100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—A moderate demand is noted, while prices are the same at \$2.75 f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There is a fair demand for wire nails, but orders are chiefly for limited quantities. We quote discounts 70 and 10 f.o.b. Montreal for Quebec, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67 $\frac{1}{2}$ c.

HORSE NAILS—There has been more demand for these during the week, but orders are not large. Discount 50 per cent.

HORSESHOES—The improved enquiry noted last week continues. The complaint about small orders, however, holds good in this as in other lines. We quote: Iron \$3.50, and steel \$4.75 to \$5.75.

PRESSED SPIKES—A fair enquiry is noted for these, with discounts 30 and 35 per cent.

SCREWS—Orders for these are improving. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77 $\frac{1}{2}$, 10 and 5 per cent.; round head brass, 72 $\frac{1}{2}$, 10 and 5 per cent.

TACKS—A good jobbing demand is noted for tacks at old discounts.

BRASS AND COPPER WIRE—Business continues of a steady character. Discount 12 $\frac{1}{2}$ per cent.

CARRIAGE BOLTS—There is a good enquiry for these. Discount 60 per cent.

IRON RIVETS—There is a fair demand for iron rivets and burrs. Discounts now are: 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—There is a good demand for these this week. Discount 50 per cent.

BINDER TWINE—There is no change in this, a few orders to fill actual wants being the only business. Nett price on spot is 6 $\frac{1}{4}$ and 7 $\frac{1}{4}$ c.

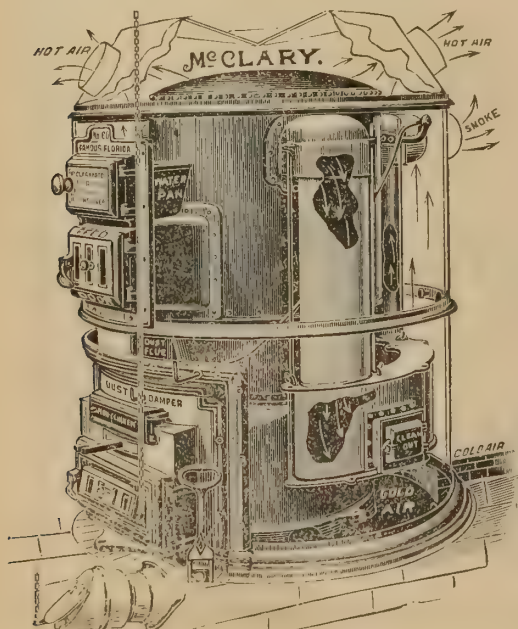
ROPE—The price of cordage declined $\frac{1}{2}$ c. per pound on the first of the month. We quote: Sisal, 6 $\frac{1}{2}$ c. for 7-16 and upwards, and manilla, 8 $\frac{1}{2}$ to 8 $\frac{3}{4}$ c. for 7-16 and upwards.

BELTING—There is a fair demand both for leather and rubber belting. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Orders are mainly for small lots, but the demand shows a tendency to increase each week.

SPORTING GOODS—There is a fair volume of trade in guns, rifles, cartridges, shot and other sporting goods.

APPLE PARERS—The movement in these



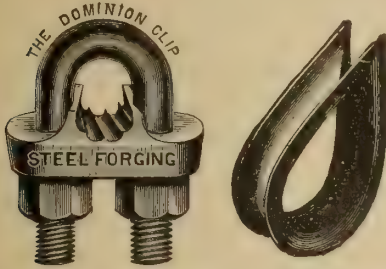
The "Famous Florida" Coal Furnaces

Our idea of a steel dome furnace with down draft steel pipes to a low steel radiator, has proven most successful. An immense radiating surface has been secured economically, obtaining all heat units. Note by cut the distance of heat travel. This year in Nos. 40, 50, and 60 we will give option of flat or revolving grates. Every user and dealer satisfied.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES
 MANUFACTURED BY
THE DOMINION WIRE ROPE CO. LTD.
 164 St. James Street
 Send for 1896 Catalogue) **MONTREAL**

A GOOD HORSE NAIL

should combine the following qualifications : It should be made from the best material, which the experience of the best makers has shown to be Swedish charcoal iron nail rods ; it should have the patterns and proportions such as will give strength where it is needed, and of such a shape as will enable it to be driven easily and correctly. All these features are to be found in the "C" brand horse nail. It is without a peer. If you want the best, order, and insist upon being supplied with, only the "C" brand.

CANADA HORSE NAIL CO.
Montreal

DRAIN PIPES

Best Canadian and
 Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
 on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
 For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
 also in stock.

is now on in full volume. We quote \$5 per dozen up.

PLUMBERS' SUPPLIES—Without any distinctive feature.

CHAIN—Continues unchanged.

ICE CREAM FREEZERS—Medium and small sizes of these suitable for small families move well. We quote \$1.40 to \$7, as to size.

CHURNS—Fair demand and steady at 70 per cent. off list.

CLOTHES WRINGERS—Business is quiet and only for small lots on the basis of \$26.50 to \$27.

TOOLS—A moderate business continues in harvesting tools.

AXES—The same, as follows : Buck axes, \$5.75 ; ordinary chopping, \$7 ; small steel, \$5 50 per doz.

BUILDING PAPER—Business fair, but prices unsettled. We quote : Plain, 30 to 35c. ; tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—A moderate movement is noted in cement. We quote : English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—There is no change in these, which we quote at \$16 to \$22 per 1,000 as to brand.

METALS.

There is little change and no life in the heavy iron and metal market. Prices generally are as last noted.

PIG IRON—A few small sales of Scotch and English pig are noted. Summerlee is held at \$19, and Carron at \$19.50.

BAR IRON—Stocks of bar iron with most dealers are considerable, and the fact checks business. We quote \$1.55 to \$1.60, but this basis would certainly be shaded in the case of a round lot.

HOOPS AND BANDS—Without change, prices ruling steady on the basis of \$2.30.

SHEET STEEL—A few orders are noted this week for quantities, but the general demand is dull. We quote \$2.50 to \$2.75.

SHEET IRON—There has been some demand for black sheets, which move steady at \$2.60 to \$2.75.

TINNED IRON—Without alteration, business being quiet and prices steady at \$5.75 up to 24 gauge.

LEAD PIPE—There has been some jobbing demand for lead pipe. Prices are steady at 7 to 7½c., with 30 per cent. off.

PIG LEAD—Some fair lots of pig lead have been moved. We quote \$3.25.

GALVANIZED IRON—There is a fair demand. Queen's Head sells steady at \$4.25 to \$4.50, and Lion brand is held at \$5.50.

INGOT TIN—There is no change in tin, which rules quiet at 16½c., though this

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

**BRASS, COPPER, LEAD, ZINC,
 IRON AND OLD LEDGERS**

Have you any ? Yes or no.

TELEPHONE 1729

There
 are many
 wheels of
 good
 quality
 on the
 market
 but the
 finest of
 all is the

"Dayton"

See
 it for
 yourself.

J. & J. Taylor

TORONTO SAFE WORKS

price has been shaded fully $\frac{3}{4}$ c. in the case of a round lot.

INGOT COPPER—Quiet and unchanged at $12\frac{1}{2}$ c. to $13\frac{1}{2}$ c.

SHEET COPPER—Moving quietly in a small way at 16c.

IRON PIPE—Demand is inactive, and we hear of various prices offered. We quote: 50 to 70 and 10 per cent. off.

CANADA PLATES—There is no change in values, but enquiry has been rather better in a jobbing way. We quote: \$2.25 to \$2.30.

TIN PLATES—There is no change in this line. We quote: Cokes, \$2.75, and charcoal \$3 to \$3.25.

TERNE PLATES—It costs fully present rates to lay down ternes, and prices are held steady at \$5.75 to \$6.25. Demand from stock, however, is not active.

SOLDER—There is a fair demand at $11\frac{1}{2}$ to 13c.

SHEET ZINC—Quiet at 5 to $5\frac{1}{2}$ c.

SPELTER—Dull and unchanged at \$4.50 to \$4.75 per 100 lbs., as to quality.

ANTIMONY—The same, at 10c.

GLASS.

There is no change in glass, business being very quiet. We quote: \$1.30 for first break, \$1.40 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business in this department is at low water. Travelers for the most part are withdrawn, and the postman is the main medium of keeping factories running. With the exception of linseed, which has been shaded a trifle, prices are without change.

WHITE LEAD—Almost motionless. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—The same as last week. We quote: Pure, 4c. in casks, and $4\frac{1}{4}$ c. in kegs; No. 1, $3\frac{3}{4}$ c. in casks, and 4c. in kegs.

LIQUID PAINTS—Governed by our current quotations.

LINSEED OIL—With further arrivals is somewhat easier, and the low price is inducing demand. Sellers are accepting 48 to 49c. for raw and 50 to 52c. for boiled, Montreal terms.

TURPENTINE—Quiet at 39c., less 3 per cent. 30 days.

SHELLAC—Dull and unchanged. Pure orange, \$2; white, \$2.25.

CASTOR OIL—Easy, but not quotably altered at $7\frac{1}{2}$ c. for case lots, and smaller quantities 8c.

NAVAL STORES—Quiet. Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and

7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Continue precisely as they were. We quote: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, $17\frac{1}{2}$ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, $7\frac{1}{2}$ to $8\frac{1}{4}$ c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

There is only a quiet trade in petroleum. We quote: Canadian refined, in car lots, $15\frac{1}{2}$ c, 20 barrels 16c., smaller quantities, $16\frac{1}{2}$ c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, $20\frac{1}{2}$ c. in car lots, and $21\frac{1}{2}$ c. in small lots; Pratt's astral, $22\frac{1}{2}$ c. in car lots, and $23\frac{1}{2}$ c. in small quantities.

HIDES.

Quiet and steady at 4 to 6c. as to grade.

ASHES.

The ashes market is quiet, and steady at the decline. We quote: Firsts, \$3.30 to \$3.40; seconds, \$3.05, and pearls, \$4.50 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Arrivals of cement last week comprised 2,000 bbls. English and 3,400 Belgian.

Travelers for nearly all of the paint and oil houses are withdrawn, and are enjoying holidays, business is so quiet.

Cables from abroad show little change in the general staple lines of heavy iron, but state that the drouth is passing away.

ONTARIO MARKETS.

TORONTO, Aug. 7, 1896.

HARDWARE.

WHILE the volume of business is light, it is, perhaps, a little heavier than a week ago. Some of the houses have all their travelers off the road holidaying, while others have but part of their staff looking after business. The nail trade is generally quiet, but some of the factories report that they are sending out a good many wire nails for this time of the year. Trade is keeping up well in horse nails and horseshoes. A good many screws, carriage bolts and rivets and burrs are going out. Apple parers are still characterized by a great deal of activity. Harvest tools are still going out in small quantities. A good demand is being experienced for granite-ware. Payments are fairly good.

ORDINARY FENCE WIRE—Much as before. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs.

freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—There is no improvement in the demand. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—For this time of the year, there appears to be a nice business doing in wire nails, although the quantities going out are naturally not large. Discounts, are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories $67\frac{1}{2}$ per cent.

CUT NAILS—Quiet and unchanged. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

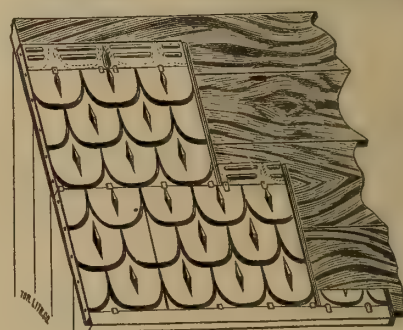
HORSE NAILS—The improvement noted last week has been maintained; in fact, if anything the demand is a little better than it was then. Discount is unchanged at 50 per cent.

HORSESHOES—Enquiries are more numerous than for some time, particularly in iron shoes. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—The demand remains much about as before. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, $77\frac{1}{2}$, 10 and 5; and round head, brass, $72\frac{1}{2}$, 10 and 5 per cent.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BRASS AND COPPER WIRE—Business is quiet at the unchanged discount of 10 to 12½ per cent.

CARRIAGE BOLTS—The demand continues fairly good. Discount 60 per cent.

RIVETS AND BURRS—There is still a fair business doing. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

BINDER TWINE—There is a demand for small quantities. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. Rebate of ½c. per lb. on 50 ton lots.

ROPE—Sisal is still in fair demand in certain sizes. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ⅜ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—The demand is being well maintained, both for rubber and leather belting. We quote discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Business is still of a limited character.

APPLE PARERS—Continue in good demand. Ruling prices are from \$3.75 to \$5.25.

SPORTING GOODS—The wholesale houses are getting their stocks of guns and rifles into shape for the trade which they expect, but which has not yet materialized.

PLUMBERS' SUPPLIES—Business remains much about the same as a week ago, quiet and uninteresting.

ICE CREAM FREEZERS—The slightly improved demand noted a week ago appears to have been maintained. We quote: \$1.40 to \$7, according to capacity.

CHURNS—Business is moderate. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—No improvement has yet taken place. For case lots \$26.50 to \$27 is being shaded.

HARVEST TOOLS—Orders are still coming in but only for small quantities for sorting up purposes.

GARDEN HOSE—Business remains moderate. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—The improvement noted a week ago appears to have been maintained. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100

Sheet Steel Pressed Brick

Suitable for the outside walls of all classes of wooden buildings. Warm in winter, cool in summer.

The "OWL" Brand is the only original
Beware of inferior imitations



Metallic Roofing Co., Ltd. Cor. King and Dufferin Sts. Toronto

lbs. These prices can be shaded for quantities.

TINWARE, ETC.—In tinware trade is only fair; granite ware, on the other hand, is in good demand.

METALS.

The pig iron market continues quiet. Locally sheet steel and black iron continue in good demand. Tinned iron is in a little better demand, but prices are easier. Galvanized iron does not appear to be as much wanted as it was. Soil pipe is cheaper and in fair demand.

PIG IRON—We hear of no transactions locally, or quotations offered. Quietness still rules in the United States market.

BAR IRON—Scarcely anything doing. Base price is still \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Both these lines are in fair demand at unchanged prices. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—The improvement noted last week has been maintained. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Business is fairly good. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Has shown a little improvement, and prices are 25c. lower. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅞c. per lb.

GALVANIZED IRON—The quantity wanted has not been as large this week as last, although a fair business is still being done. We quote "Queen's Head or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3⅞c.; 26, 4⅞c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less.

LEAD PIPE—Is moving more freely.

We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

SOIL PIPE—Prices have been reduced, the discount now being 60 and 5 per cent. instead of 60 per cent., as formerly.

PIG LEAD—A number of good orders have come forward this week. Prices remain firm. We quote: 3¼ to 3½c.

INGOT TIN—Stocks are in better shape and the demand is fair. We quote 16 to 16½c. for small quantities. The market is steady.

INGOT COPPER—The market is steady with the local demand light. We quote 12½ to 13c.

SHEATHING COPPER—Some large deliveries of sheathing copper have been made during the week. The demand for braziers' and roofing copper is also good. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Some large orders have been received during the week, both for galvanized and black pipe. We quote as follows: English, ¼, 60 and 10 per cent.; ⅜ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 67½ per cent.; ⅜ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is quiet and prices unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Trade continues fairly active. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—There has been a good demand for 20x28 for special purposes. Shipments of the regular sizes from stock

have been slow. Import orders are now being delivered to their respective destinations throughout the country. We quote: All dull, \$2.30; half-polished, \$2.25 to \$2.35; all bright, \$3.25.

TIN PLATES—Trade, if anything, is a little better this week, especially in charcoals. In cokes there are the usual quantities moving. We quote as follows: Charcoal, 1 C, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, 1 C, \$3.50; 1 X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Business is without improvement. Ruling quotations are: Quarter inch, 4 3/4 c.; 3/8 inch, \$3.70; 1/2 inch, \$3.25. Large quantities can be shaded.

TERNE PLATES—There is practically nothing doing. We quote: 1 C, \$6.25; 1 X, \$7.50.

ZINC SPELTER—Quiet and unchanged at 4 1/2 to 4 3/4 c., according to quality.

SHEET ZINC—The demand continues fairly good. We quote 5c. for cask lots and 5 1/4 c. for small lots.

ANTIMONY—Dull. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL.

A reduction has been made in the price of scrap iron in anticipation of a change in the duty. We quote: Agricultural scrap, 47 1/2 to 50c per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 27 1/2 to 32 1/2 c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7 1/2 c. per lb. (bottoms), heavy scrap copper, 8 to 8 1/4 c.; new light, 7 to 7 1/2 c.; light scrap brass, 4 to 4 1/2 c.; heavy yellow scrap brass, 5 1/2 to 6c.; heavy red scrap brass, 6 1/2 to 7c. scrap lead, 2c.; zinc, 1 1/4 to 2c.; scrap rubber, 3 1/4 to 3 1/2 c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs.

GLASS.

Window glass is in fair demand at firm prices. A good many enquiries are reported for plate glass. We quote window glass: \$1.15 to \$1.25 for first break in 50-foot boxes.

PAINTS AND OILS.

Trade is quiet and featureless. The few orders that are coming in are well distributed over the various lines, but there is no special demand for any one line.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, 4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13 1/2 to 14c.; drums, 14 to 14 1/2 c.; 1-lb. packages, 15 1/2 c.; 1/2-lb. packages, 17c.; 1/4-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 50c.; ditto, 5 to 9 barrels, 49c.; boiled, 1 to 4 barrels, 53c.; ditto, 5 to 9 barrels, 52c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 2c. per gallon less than above quotations.

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to 32 1/2 c.
CASTOR OIL—In cases, 7 1/2 c. per lb. and 8 to 8 1/2 c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

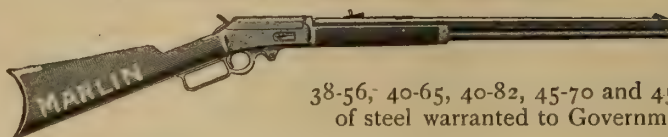
Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

MARLIN MODEL 1895 REPEATERS

40 AND 45 CALIBRES

For
Sale
by
Trade



38-56, 40-65, 40-82, 45-70 and 45-90. Made of steel warranted to Government tests.

Write for catalogue to

The Marlin Fire Arms Co., New Haven, Conn., U.S.A.

Boeckh's

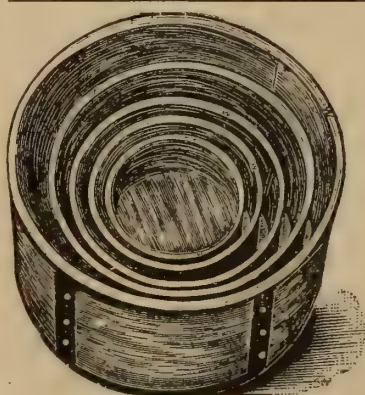


BRUSHES

AND

BROOMS

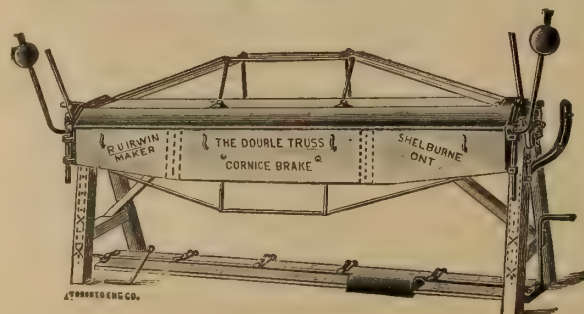
Measures Nested



My measures are the best on the market to-day. They are made from first-class material, well dried and well ironed. All measures inspected.

A. ROOT, - LYN, Ont.

I make a specialty of the above goods and will replace any found defective in material or workmanship.



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS
CORNICE BRAKE CO

Shelburne, Ont.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are unchanged, with cured quoted at 6¾ to 7c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 40c. and pelts at 25c.

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

TALLOW—Unchanged at 3½ to 4c. for rendered and 1¼ for rough.

PETROLEUM.

Trade, if anything, is a little better than it was a week ago. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES.

Tinned iron is 25c. per 100 lbs. cheaper.

The discount on soil pipe has been increased to 60 and 5 per cent.

The "Champion" curry comb is the curry comb that every hardwareman should carry in stock.

H. S. Howland, Sons & Co. report numerous orders and frequent shipments of their line of apple parers, namely "Turn Table," "White Mountain" and "New Lightning."

The Hobbs Hardware Co., London, have just received a consignment of E. C. smokeless powder in 1-lb. tins and in 10 and 25 lb. drums. They claim that their prices are exceedingly low, and will be glad to hear from their friends requiring any of this class of powder.

H. S. Howland, Sons & Co. report a nice sale for their "Matchless" metal polish, which they are advertising this week. The polish already has a world wide reputation.

UNITED STATES MARKETS.

NEW YORK, Aug. 7, 1896.

PIG TIN—There was hardly as much as a ripple upon the surface of the market. London cables quoted remarkably steady prices, in the face of the unfavorable statistical exhibition on the 1st inst., spot quotations there receding only 2s. 6d. since Friday, while the quotations on three months' futures were wholly unchanged. There was corresponding steadiness in the New York market, since supplies are well under control and speculators evidently disinclined to venture with making short sales. Consumers' purchases are still on a moderate scale, as are also those of the interior trade, and the bulk of business is at prices closely in line with change



LARGEST { Production
Variety
Stock
Demand

Write for
Prices

THE

Globe File Mfg. Co.

PORT HOPE, ONT.

Manufacturers of

Files AND Rasps

WARRANTED

The Northern Belle Gold Mining Co.

Limited.

CAPITALIZATION

1,000,000 Shares - Par Value \$1 - \$1,000,000

Stock fully paid up and non-assessable.

HEAD OFFICE: TORONTO, ONT. MINE: ROSSLAND, B.C.

THOMAS LONG, ESQ., Toronto, PRESIDENT.

HORACE THORNE, ESQ., Toronto, VICE-PRESIDENT.

DIRECTORS—GASPARD LEMOINE, ESQ., Quebec, Que.
J. A. FINCH, ESQ., Spokane, Washington.

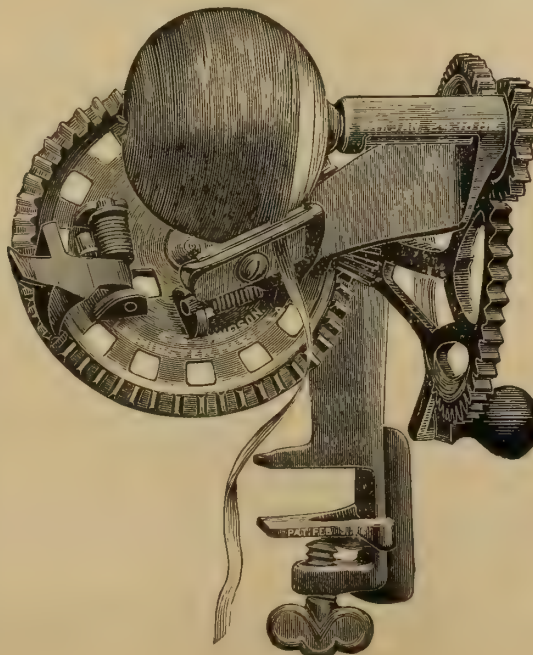
(The remainder of the Directors will be chosen from the Shareholders.)

Stock sheets are now open at our office, and we recommend the investment to our many friends. We have placed in our hands for sale 500,000 shares, which we offer to the public at 7½ cents per share.

PELLATT & PELLATT

AGENTS

36 King Street East - TORONTO, ONT.



Apple Parers

Hudson's Genuine.

"ROCKING TABLE"

PARERS

Hudson's Genuine.

"DAISY"

Parers, Corers
And Slicers

Orders filled promptly, and
at right prices.

Hobbs Hardware Co.

LONDON, ONT.

contract rates. Round lots were quoted at about 13.45 to 13.50c. f.o.b., and small parcels about 5 to 10c. higher.

COPPER—The feature in the market for this metal was further buying of small lots of Lake Superior ingot on 'change, presumably with a view to imparting tone. The trading, which was purely local in character, involved two lots of 25,000 lbs. at 11.15c., and two similar lots at 11.10c., all for spot delivery. Outside of the Exchange over 11c. was not obtainable except in a retail way, since neither exporters or large consumers are buying. Electrolytic is quoted at 10 $\frac{3}{4}$ to 11c., and casting at 10 $\frac{3}{4}$ to 10 $\frac{3}{8}$ c., with only a moderate business passing. London cables were a shade higher, and that market doubtless gained something from the statistical exhibit. This showed visible August 1st 34,180 tons, against 36,300 tons July 1st and 36,910 tons June 1st. The deliveries were 19,500 tons in July, against 15,400 tons in June and 17,800 tons in May.

PIG LEAD—There was no improvement whatever in the demand, and the tone of the market remains weak and depressed from the continued dullness. Common western was quoted at 2.85 to 2.90c. London cable was £10 18s. 9d.

SPELTER—Business continues light, and there is no improvement whatever in the demand. Prices are no lower, but weak, with 3.90 to 3.95c. apparently the best that can be realized for ordinary stock. London cable quoted a decline to £17 10s. for good merchant brands.

ANTIMONY—Dealings are moderate and prices continue rather weak. Regulus quoted at 7 $\frac{3}{8}$ to 7 $\frac{1}{2}$ c. for Cookson's, 6 $\frac{3}{4}$ c. for Hallett's and 6 $\frac{1}{2}$ c. for Japanese, from store.

TIN PLATE—Small orders and few of them covered all that was reported for the day, and prices remained as quoted for several days.

IRON AND STEEL—A moderate business is all that was reported in pig iron and the tone of the market remains flat and easy.

In manufactured goods generally the situation is unchanged, business in nearly all departments continuing slow and the undertone more or less weak.

SOIL PIPE LOWER.

A reduction has been made by the makers in the price of soil pipe. The discount is now 60 and 5 per cent. instead of 60 per cent. as formerly.

The cause of the reduction is the competition of United States manufacturers.

HARDWAREMEN TO MEET.

The first annual meeting of the Ontario Hardware Association will be held in Palmerston on Thursday next, 13th of August, at 9 a.m.

Valuable papers will be read by members who have had long experience in the hardware business, and topics of vital interest will be discussed. Dealers in hardware, stoves and tinware in any part of Ontario are welcome.

HARDWARE AND METAL hopes there will be a good attendance.

PERSONAL MENTION.

Mr. Hogg, of Hogg Bros., Oakwood, was in Toronto this week on business.

Mr. James Dunn, of Coy Bros., St. Catharines, was in Toronto this week, accompanied by his brother.

Mr. W. Peaker, of Peaker & Son, passed through Toronto this week on his way to Barrie, where he will spend a short holiday.

Mr. T. Mortimer, manager of the cutlery department of M. & L. Samuel, Benjamin & Co., Toronto, is taking a vacation.

The E. B. Eddy Co. have appointed John Cowan resident agent for Newfoundland, with headquarters at St. John's.

E. J. White, C. F. Grover and Robert Rolston, H. S. Howland, Sons & Co.'s travelers, are in town this week. They are getting their samples ready for the fall campaign. B. Saunders, L. N. Vanstone and C. B. Fielding, travelers for the same firm, are holidaying on the Muskoka lakes. They, too, are expected in Toronto in a few days.

Mr. J. T. James, Bridgeburg (International Bridge), Ont., was in Toronto this week. During a conversation with **HARDWARE AND METAL** Mr. James stated that since the dull times in the United States the merchants at Bridgeburg had not done as good a business with customers from across the line as they formerly did.

TRADE CHAT.

The traffic receipts of the C.P.R. for the week ending July 31 were \$602,000, an increase of \$102,000 over the corresponding period of last year.

The London City Council has approved the scheme for the construction of a sewage farm system, and the ratepayers will vote on the question on September 2.

The Wehrle Brush Manufacturing Co., of Toronto, Ltd., has been formed with a total capital stock of \$20,000, for the purpose of carrying on a fancy goods business.

The Canadian Pacific intends to build its own cars instead of purchasing. President Van Horne, Vice-President Shaughnessy and General Master Car Builder Abbs are making a trip through Ontario, examining suitable sites.

The Canadian Pacific Railway intends running a cheap excursion for laborers to Manitoba and the Canadian Northwest about the middle of the present month. Reports of harvest prospects so far place the demand for labor at about 2,000 hands.

A cable from London says: The Privy Council have given judgment in favor of Stewart in the celebrated case of Stewart v. McLean, reversing the judgment of the Supreme Court of Canada and restoring the judgment of the Court of Queen's Bench and Superior Court. The case is regarded in commercial circles as of vast importance. It establishes the right of partners in insolv-

ent concerns, after settlement with creditors have been made, to claim on each other for failure to contribute their proper share of the capital of the partnership, and to bear a relative share of losses.

The annual report of Thos. Southworth, the clerk of forestry, has been issued. The Crown's holdings in lumber lands are estimated at 51,200,000 acres. Twenty-one thousand square miles of pine lands are under license. The annual cut is 60,965,250 cubic feet and the annual growth 3,072,000,000 cubic feet, so that there is a permanent growing asset of inestimable value.

GUELPH ROLLING MILLS.

A largely attended meeting of the shareholders of the Guelph Norway Iron and Steel Co. was held in the old city hall on Tuesday evening. Mr. James Watt, president of the company, occupied the chair. The situation of the company was discussed at considerable length, and it was decided to issue \$25,000 of first preference stock, the company to guarantee six per cent. interest thereon. To-day the new stock is being freely subscribed, the general feeling being that it is a safe and profitable investment. The entire amount will be taken up in a couple of days, and operations at the mill will be resumed. By way of illustrating the value of knobbled charcoal iron, so successfully manufactured at these mills, the following item from The Iron Age will be of interest: "The Tyler Tube and Pipe Co., Washington, Pa., manufacturers of knobbled charcoal iron boiler tubes, special boiler tubes, and knobbled hammered charcoal iron, have been awarded the contract by the United States Government for the knobbled charcoal iron boiler tubes for the United States war ships New York, Columbia, Minnesota, Castine and the ram Katahdan. This is said to be one of the largest contracts ever let of this kind and embraces over 30,000 high grade tubes. Sixty days are allowed in which to complete the contract. The Tyler Tube and Pipe Co. have recently made a large addition to their plant, consisting of two lap weld furnaces, which are said to be among the largest in the country."—Herald, Guelph, Aug. 5.

THE DUTY ON STEEL RAILS.

The Privy Council has rendered its decision in the case of the Toronto Railway against the Queen, giving the judgment for the railway with costs. The effect of the judgment is that imported rails for a street railway are exempt from duty in the same manner as rails for a steam railway. The sum in dispute is about \$100,000. The Government won the first decision in the Exchequer Court before Mr. Justice Burridge, and the Supreme Court of Canada upheld his lordship's decision.

STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895.

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four
sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.



ARRANGEMENT OF SHOP FIXTURES.

ONE of the most important points in an ironmonger's business, in my idea, writes F. G. Rowe in Hardwareman, is to have the inside of the shop well fitted up and to look as modern as possible to show that we are keeping up with the times. If we were to make a tour and inspect all the ironmongers' establishments in Great Britain we should find nine out of every ten have all the brass foundry arranged in the most prominent fixtures behind the counter. Then, in the other fixtures behind the counter we see parcels of rim, plate and padlocks, Suffolk latches, Tower bolts, etc. Now, I think this is a great mistake of ironmongers who do a general trade, for where he would get one customer for an article in this line, he would get ten to buy furnishing goods. If the fixtures were so arranged that the top shelf would take a row of samples of japanned

oak toilet cans and pails, foot baths, etc., another shelf to take a sample of each size copper kettles, another shelf for one of each size iron saucepans, etc., a certain number of the fixtures could be planned out into blocks for different classes of goods, such as one block for cutlery, another for enamelled goods, another for brass goods, another for tin goods, and so on. It seems to me to be a great pity that these fixtures, which have the most prominent position in the shop, should be used for (comparatively speaking) such an uninteresting class of goods, when there is such a variety of goods in every ironmonger's stock that is much more deserving of this position. Every customer who enters a shop walks to the counter to be served, and there ought to be an attractive display of goods at the back of the salesman to meet their eyes—goods that are required daily, and customers would then be often

reminded of their wants to the benefit of the proprietor. It is very seldom that a rim lock or a socket castor is sold through seeing it displayed in the fixtures. If a customer requires it he asks for it, but I take it if furnishing goods were displayed there, sales would be made daily from this point. It would mean a little outlay to have the fixtures altered to take these goods, but it would only require once doing, and would certainly repay the expense it involved. Glass doors could be fitted to parts of the fixtures to make cases to take electro-plated goods, cutlery, etc., and would have a very attractive appearance. I do not mean that these fixtures should contain the whole stock of the goods displayed in them, but samples, and these could be changed according to the season. The counter should also be laid out in good style, here and there a neat little display stand should be fitted up to take various goods, such as varnish stains, enamels, furniture polish, etc., and behind these stands twine boxes, scissors, dusters, etc., could be kept which have such an untidy appearance when exposed to view.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

HE SUITED.

A TRAVELING salesman is the authority for the following incident related in The Washington Star :

I was stopping at a cabin all night, and a pale, slender young man came during the evening to talk with my host.

"I'm thinking of starting a school here," he said, "and I wanted to see if you would subscribe."

"Kin yo' read?"

"Yes."

"Kin yo' write?"

"Certainly."

"Kin yo' figger?"

"Of course."

"Air yo' married?"

"No."

"Wal, we did want a married man nex' time. The las' three teachers has run off with gals, an' thar aint enough gals in this hyar neighborhood now. But I don't s'pose none of 'em would want a lean feller like yo'. I don't reckon yo' not bein' married 'ill make much difference. Couldn' expect sich a po'ly feller ter be married. Then thar's one thing. Me and Bill Simpkins an' Alf Tony is all gwine ter school an' larn ter read an' write. I licked Bill, an' he done licked Alf, so I reckon the only one ter settle with is me. We ain' gwine ter 'bey no man we kin lick. Kin yo' fout?"

"I studied boxing," said the stranger.

"Don' know nothin' 'bout that. Does makin' boxes make muscle?"

"Try one and see," was the cool rejoinder.

The big mountaineer hit at the little man, and when he regained consciousness he had his head in the wood-box and his feet sticking up in the air.

Looking about him with a dazed expression, he said :

"Young feller, shake; I'll go with yo' some day an' we'll git the school ; an' say, young feller, set me ter work on them boxes, will yo'?"

THE IDEAS OF CLERKS

The dealer who never asks the opinions of his clerks and depends entirely upon his own wisdom in every instance certainly loses a host of valuable ideas, says Hardware Dealer's Magazine. Clerks find in the course of their work that ideas are constantly occurring to them which would be valuable to their employers, did the latter know of them. But, in the majority of cases, there is no inducement for the clerk to make suggestions which he knows will be received with coldness, and may in some cases even be regarded as an impertinence. Meanwhile, the employer loses whatever of value may be inherent in these ideas. The way to get the most out of clerks is to make them always

feel that the store is a great family, where the ideas and suggestions of each member are necessary for the general good ; to reward suggestions that result in increasing business ; to treat them constantly as men, not machines, and encourage them to think hard.

TREATMENT OF DRAFTS.

THE treatment which business men too often give to drafts made on them for payments of accounts is a feature of business practice that calls for plain talking. A man cannot too highly prize his credit, and he has no surer way of losing that credit than by allowing drafts made on him by wholesale houses to be returned unaccepted, or if accepted, unpaid. That the practice is a trick with some merchants, there can be no doubt, though they themselves are the ones that will suffer in the end the severest loss. Usually before a draft is made on a customer, he has been notified, a statement has been sent him, and time is given to allow of checking his statement, and if there is any error, of notifying the wholesaler of such. It is, therefore, almost an unpardonable business sin to allow a draft to go unaccepted.

Quoting from a contemporary on this matter : "There are few things that will arouse a man to a state of greater disgust towards a customer than to have a draft that has been honestly drawn returned unpaid. An account is overdue, and a statement is sent which says that unless a remittance is made before a certain date a draft will be drawn for the amount. No attention is paid to this, which the seller takes as meaning that the draft will be honored, and consequently, when the time allowed has elapsed, a draft is made, only to be returned in nine cases out of ten without comment. It is not only an unbusiness like transaction, but it is a positive insult to the wholesaler to treat his request in such a manner. Frequently the most trivial and absurd excuses are given for dishonoring drafts. A claim of 50 or 75 cents for freight, if the goods were to be delivered, or a similar amount for damaged goods or something of that kind ; but even allowing that the claim may be a just one, is it not a thousand times better and more honorable to pay the full amount of the draft, notify the house of the slight discrepancy or overlooked rebate and politely request an adjustment? There is not a respectable house in the country that would not see that the claim met with an immediate recognition.

"Buyers fail to appreciate the annoyance that it gives sellers as well as banks of having drafts returned when they are rightfully due, and should meet with prompt acceptance and payment. To say that you 'have written' or 'will settle with the traveling representative' are paltry and lame excuses, and only hurt you in many ways and put you under suspicion as being a man who desires to be unfair and tricky in business affairs. Endeavor to err on the side of right and you will always be fairly dealt with."

WANT
ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

YOU will find
the

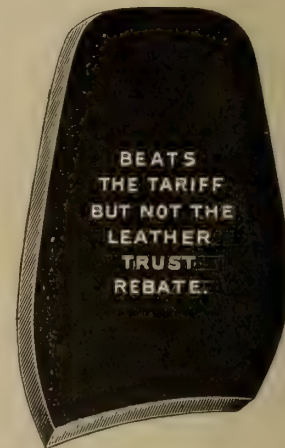
"Scientific"
Stove Pipe
Varnish



The handiest, neatest and **best** selling goods on the market. **Sell on sight.** Order through your wholesale house and insist on getting "Scientific."

Telephone 2905

TORONTO



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

BAXTER
SCHENKELBERGER
& COMPANY

350 Congress Street, Boston
50 Tabernacle Street, London

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

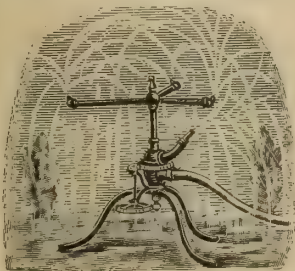
And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors

NEW METAL-SOLDERING METHOD.

RYLAND'S, in describing a new method of soldering metals at the Humber Cycle Works, Coventry, says:

"The difference in time required by the old system of heating to sufficient glow the coke or breeze on the hearth for the operation of brazing, say a dish bottom, is 4 1/2 to 5 minutes, as compared with less than half a minute by the new process, and the saving of gas is about 75 per cent. The new system is distinguished from the old by its upward air-draft, supplied by a fan, a cup-and-ball contrivance and tube attached to bottom of the hearth or table so as to communicate with and quicken to a red hot heat the coke or breeze it contains and on which rests the article for soldering. The table may be of any size, and take several articles in different stages of heat up to that required for the best and safest application of the solder. By this new process a continuous supply of goods may be passed into the different workshops for further advance on the way to finishing them as manufactured articles. But a rotatory movement of the table in connection with the tube in which the air current courses freely into the fuel and from underneath without escape, presented the greatest difficulty to the inventor, Mr. Fellows. After much anxious thought the difficulty was overcome by an adaptation of the cup-and-ball principle, but restricted to a horizontal rotation. This is effected by a very clever piece of mechanism, and upon it the success of the new method of brazing most depends. It has just been patented in the names of Elkington and Company, Limited, and H. Fellows.

"The new table or hearth, which may be quite small for use in the jewelry and other similar crafts, can be worked by a foot-bellows supplying the blast instead of the fan, and so in that way will be found a great saving of time and labor. But, of course, for large work in the brass foundry, chandelier, electroliers, shipbuilding, the cycle and other trades, the fan draft is best. A perforated tube is fixed around the inside of the larger tables, the perforations serving as extra air passages for distributing the heat-glow, and thus by its even discharge over the articles under the brazing operation prevents the 'buckling,' such as under the old process so often vexes the spirit of both master and man. A single live cinder receiving the oxygenised air-current is enough to give the whole hearth luminous heat, if that were required; but, of course, this is not usual, and fire may be concentrated according to the size of the article being soldered. The blast may be increased or diminished at will by means of a tap; so the whole operation of running the solder into the joints of articles, the putting of them together, may be directed with perfect ease and certainty, the work coming out remarkably clean and neat and showing no overplus or waste of solder. There is no renewing of heat necessary, as in the old system, for each piece of work about to be soldered. The actual soldering may be carried on continuously and without any useless toil or waste of time and gas."

That man is but of the lower part of the world that is not brought up to business and affairs.

Cutlery H. BOKER & CO.



In large varieties.

Pen Knives, also Scissors and Razors.

CAVERHILL, LEARMONT & CO.
MONTREAL

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co. ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

ALTHOUGH no large jobs are in hand, all the master plumbers are busy on numerous small jobs, and a great many estimates are being sent out for future work.

I understand that the sub-committee having in charge the drafting of the by-laws and constitution of the National Plumbers' Association of the Dominion are working hard upon their task and making good headway.

The plumbers of Hamilton, Toronto and London, with their friends, to the number of several hundred, held a joint picnic on the 31st inst., at the Mountain View Park, Hamilton, and spent a pleasant time.

During last month the City Commissioner of Toronto issued building permits aggregating \$65,700, as against a total of \$156,150 for the corresponding month of 1895. The building permits for the first seven months of 1896 amounted to \$411,000, a reduction of \$583,326 as compared with the same period of last year.

Plumbing matters are very good in Halifax just now, and the prospects are that they will continue for six or nine months. One sign of increased prosperity is that prices are advancing.

PLUMBING TRADE NOTES.

S. E. Crevier, plumber, Montreal, has assigned to Chas. Desmarteau.

Tenders to the amount of \$476.95 have been accepted by the Works Committee of the Board of Education for the new edition to the kindergarten of the Colborne street school, London. The prices were all reasonable, and leave a balance of \$24.05.

ADVANTAGES OF GASOLINE APPRECIATED.

In Atlanta, Ga., as will be seen by the following extract from a local paper, some effort has been made to reduce the sphere of usefulness of gasoline, but seemingly without success:

Gasoline will not be discriminated against by the Council. An ordinance prohibiting its use in the fire limits has been reported adversely by the Ordinance Committee. The committee decided that gasoline is a good thing in its way, being very important to plumbers, gas-fitters, water pipe menders, tinnerns and various other professional and laboring men. True, gasoline stoves sometimes explode, but an occasional outburst is no reason why the oil should be discriminated against, says the committee.

Some time ago an ordinance was introduced into the Council seeking to put an

end to the use of gasoline in any form within the city fire limits. The ordinance was referred to a committee, and those who use gasoline in their business have since been heard from. Strong arguments were brought to bear on the members of the committee by the advocates and friends of gasoline. They argued that it is not as bad as it is reputed, and the result was that Chairman Colvin's Ordinance Committee decided to report adversely on the matter.

A NOVA SCOTIAN PLUMBER.

The accompanying cut is a photo of Mr. John Borton, vice-president Dominion Master Plumbers, representing Nova Scotia;



MR. JOHN BORTON.

vice-president Maritime Association Master Plumbers, New Brunswick, and president Master Plumbers' Association, Halifax, N.S.

PUSHING PLUMBING.

The following essay was awarded the first prize in a competition inaugurated by Ironmonger, London:

This is an all-important subject, although many ironmongers do not attempt to enter into the latter branches of it. Taking the different branches in rotation, I commence with

PLUMBING.

Now, plumbing and sanitary work should claim our first attention, because—

1. It is most important.
2. It is very profitable.
3. Good plumbing work is a silent but effectual advertisement.

(1) Good plumbing work and sanitation in our residences means health and life. How often in the writer's visit to a house or

in conversation has the householder called attention to a stuffy, close kind of smell in the bathroom or lavatory—the very first place probably a visitor would be likely to enter—and, upon examination, what is found? There are no traps to the lavatory or bath, and if there are they are often both connected to the one waste-pipe, and neither trap ventilated, the consequence being when water is running from the bath the lavatory trap becomes unsealed, and vice versa, so that bad air is constantly entering the apartment. Then, again, you meet with cases—not so frequently maybe as the former—where a bedroom adjoins the water-closet and the partition under the seat has never been made good, and often the floor broken away, so that communication is set up between the bedroom and the water-closet. I could cite numbers of similar cases, and where illness has resulted from some such cause.

(2) Then it is profitable, because where the evils of death and disease-breeding traps exist, as the result of bad sanitation, people are always willing to pay for remedying the defects. I know a number of cases where people would hardly care to spend a penny on other repairs, yet they were always anxious to get good and effective plumbing done.

(3) It is a good and silent advertisement because it speaks the loudest. Enter a water-closet, or use a lavatory, or take a bath; what is the result? If the articles please you in their use you begin to examine them, and if the plumber is wise and has his name attached it is one of the most effective advertisements he could get. But the ironmonger's shop must not be neglected. Have a display of plumber's work and sanitary appliances. If possible, have a wash-down or syphonic water-closet mounted on a small platform, about 2 feet 6 inches square and about 6 inches high, with back about 7 feet high; this would represent the floor and back of a water-closet, and the back should be of narrow matchboard, fastened together at the back with wood fillets, and the woodwork could be painted neatly, having a stencilled dado; or the woodwork could be stained and varnished, but should look attractive. The pipes and connections should be made to the water-closet in precisely

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

the same manner as they would be if the apparatus was fixed in a residence; the lead soil-pipe passing from it under the platform and above it, with the ventilating-pipe branched into it, so as to represent the air-pipe running to the roof; and the secondary vent or anti-syphoning pipe taken into it under the water-closet seat. The flushing cistern would look best if made or cased with mahogany, with brass-rod pull, and flushing-pipe running into water-closet basin, and with brass clips on flushing-pipe, and with double flap mahogany seat, with pedestal seat brackets, and painted. This arrangement would enable a few joints to be wiped, and would look attractive and be easily removed; the joints, of course, should be wiped neatly, and a card about 16 inches by 12 inches beside the water-closet, with the words "Plumbers and Sanitary Engineers" printed upon it. Of course, if space permits, occasionally with advantage a bath might also be put in the window, and a cast iron lavatory stand with full sized basin and with mirror back, and the taps and fittings silver-plated; the pipes, hot, cold and waste, could be shown either as coming up from the floor, or passing through the back underneath. The cast iron work could be nicely decorated, and a little gold leaf added would enhance the beauty of it. When a change in the window is required these articles can be removed and put in the showroom, where their attractiveness would be very desirable, and the pipes and connections represented as before.

This can easily be arranged with a little forethought, and an approximate price can be put upon a card and hung near the articles. Salesmen should also be instructed that, if possible, upon an enquiry being made by a probable customer, to get them to allow a foreman to call when he is passing, and he would be able to give a proper estimate for fixing complete. This is one of the best methods of what is sometimes called "getting in the thin edge of the wedge."

These are only a few of the means which can and should be employed in this branch of the subject, but wherever space is at disposal, with suitable surroundings, use it for the display of sanitary-appliances as far as possible. Sometimes you can, with great advantage, have a show room specially for sanitary and plumbing articles. Our friends who are plumbers only use their shops for no other purpose, and surely many ironmongers can spare a showroom, even if it be small, where everything can be arranged and shown as it would be placed in a private residence. This showroom could then be called the "Sanitary Department," and, as far as possible, one of the assistants should have charge of this department, and be educated up to the requirements of it by the foreman.

Do not be backward in showing in the window plumbing specialties or good work.

Customers will not then come into your store, make a purchase, and ask for the nearest plumber's, any more than they will go to a butcher and ask for the nearest place to purchase meat.

GAS-FITTING.

In this branch there is very wide scope for display. Gas-fitting, as some suppose, is by no means dead, although in some places for lighting purposes it has received a deadly blow at the hand of electricity. For lighting purposes it must be admitted that incandescent burners are pre-eminent. How attractive a shop window can be made with incandescent burners and the light toned down with fancy colored shades! In the shop or showroom the burners should be fixed to chandeliers, and an india-rubber tube arranged so as to make a temporary connection for gas supply, and show the articles off as they would be in actual use.

Now for gas stoves and fires. How very few ironmongers have a gas supply laid on so as to show the working of the article to a probable customer. Why not lead the way? Persons when making a purchase are very apt to doubt the efficiency of an article, or fear they would not understand how to use it, especially when they have to be instructed as to its use; but if the article can be immediately put into operation in the showroom all doubt is at once dispelled. The makers of gas stoves, etc., when holding an exhibition, always take care to have all their articles connected, or in a position to be connected, in a few minutes, and I have found people who were hesitating about buying from the ironmonger, would purchase after seeing one in actual use at an exhibition.

How attractive a "Syphon" gas stove looks in a shop in the cold weather, when lighted and placed in such a position that it may be seen from the outside by people passing, and with a ticket on it stating the price!

Gas-fittings should occasionally receive a display in the window, the brackets fixed on the blank end of the window, and the pendants suspended—brackets should not be laid carelessly on the window-board—and a small ticket attached to each with the number and the price. One or a pair of every kind of bracket kept in stock should then be shown; but do not crowd the window with pendants—put in a cooking stove and one or two fires. The other parts of the window could then be utilized for the sanitary articles, as already described.

PAINTING AND DECORATING.

For an adequate representation of these branches it is necessary first of all that the shop front, and also the inside of the shop, should be attractive. We are compelled, of course, to look at the financial part of the subject, but I contend it is not an expensive advertisement.

Ironmongers are rather apt to adopt the same old style of color inside and outside of their shops that they did years ago; but if we could get away from this sameness of style we should at once produce that attractiveness which is so much sought after.

Who has not been attracted by the decoration of a room or pattern of a paper? We find it is rich in color and perfect in harmony, and often, in looking into the colors and means used to obtain such a de-

sirable effect, the most simple and commonplace materials have been employed; but we see the planner has shown ability and taste in the combination of his colors. Were we to treat the inside and outside of our shops and showrooms in a similar manner we should make a step in the right direction, for anything that makes the shop look attractive and shows good taste, is a great inducement for a customer to give an order.

Do not press your own ideas upon a customer if you see they have already made up their mind upon a certain color being employed. A suggestion might with advantage be made, but do not press your own ideas too prominently.

Much can be gained, however, by carefully noting the combination of color in wall paper; also the effect of some colors over others, as some appear attractive or repulsive, hot and cold, etc. A great deal will be gained in this way; but in order to be successful in painting and decorating, as well as in other branches of our trade, great experience and care are necessary. Purchase good material, use proper tools, and employ good men.

Then, having carried out some good work in the foregoing branches, procure testimonials from those of your customers who hold influential positions in your district; and when having your circulars printed and delivered in your neighborhood (which should be done early in every year) let these testimonials for past work form a portion of it. If these means are employed we shall certainly be doing a great deal towards pushing the plumbing, gas-fitting, painting, and decorating part of our business.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Carl Tremblay, general merchant, Stirnee, Que., has been held.

J. C. Brunette, hardware, Montreal, is in financial difficulties.

S. Lowry, general store, Fitzroy, has assigned to T. W. McDermott.

J. W. Shore, general merchant, Epping, has assigned to A. S. Vandusen.

J. W. Shore, general storekeeper, Epping, has assigned to A. S. VanDusen.

Villeneuve & Boivin, general merchants, Chicoutimi, Que., have assigned.

Theien & Frere, general merchants, St. Remi, Que., are preparing a statement of affairs.

Joseph Letendre, general merchant, St. David, Que., has compromised at 50 cents on the dollar.

F. W. Wight, general merchant, Lower Ireland, Que., is offering to compromise at 35c. on the dollar.

A statement of affairs is being prepared in the matter of Mrs. T. Leblanc, general merchant, Napierville, Que.

Louis Bouchard, wagon maker, Chicoutimi, Que., has compromised with his creditors at 15c. on the dollar.

Harriet Brown, tinware, fancy goods, etc., has assigned to R. S. Lewess, Toronto, and a meeting of creditors will be held on the 8th inst.

Charles Conard, lumber dealer, Moore street, St. Thomas, has made an assignment to Elizah Moore. Mr. Conard has been in business for a great many years. The liabilities are placed at \$2,500, and the assets are nominally the same.

Geary & Co., general store, Pinkerton, have assigned to J. S. McMaster, Toronto. The statement of the firm shows a surplus over all liabilities, but a portion of the assets consists of farm property which has depreciated in value. Recently an offer of 60 cents on the dollar, secured, was made, but the creditors refused to accept this.

At a meeting of the creditors of the Howry & Sons Lumber Co., of Fenelon Falls, held in Toronto, an arrangement was made whereby the firm will continue business. The statement presented showed a large surplus of assets over liabilities. The headquarters of Howry & Sons are at Saginaw, Mich., but a number of Canadian firms are creditors, the Bank of Toronto having a claim for \$490,000. A mortgage was given the bank on the saw mill plant and other property at Fenelon Falls, to cover the bank's advances. Besides this plant at Fenelon Falls, the firm owns about 3,000,000 feet of Canada pine, besides extensive timber limits. Other creditors have been secured by mortgages given on real estate to

the value of \$50,700, and property in New Mexico to the value of \$40,000.

CHANGES.

E. Gagnon is opening a general store at Tremblay, Que.

The Taylor Iron and Steel Co., of Montreal, has been incorporated.

The Dominion Plate Glass Co. has obtained a charter of incorporation.

W. Wacksmith, hardware, stoves, etc., Elmira, has sold out to Luckhardt & Co.

Theo. Delage & Co., painters, Montreal, have been succeeded by J. Sullivan & Co.

Mrs. W. McEvilla, general merchant, Roxton Falls, Que., has retired from business.

W. Lee & Co., general merchants, Pavilion, B.C., have been succeeded by Cumming Bros.

The Wehrle Brush Manufacturing Co. of Toronto, Ltd., have obtained charter of incorporation.

PARTNERSHIPS FORMED AND DISSOLVED.

Wall, Stewart & Co., wholesale paints, etc., Montreal, have dissolved, H. P. Wall retiring.

Gauthier & Delisle, tinsmiths, Cookshire, Que., are dissolving. L. J. D. Gauthier continues.

The partnership existing between Thomas E. Howard and W. L. Howard, brass goods, etc., has been dissolved.

F. D. Barclay, general merchant, Wawanessa, Man., has admitted Charles Barclay as partner under the style of Barclay Bros.

N. Menagh and John Cooper have registered a partnership in Montreal to carry on business as bicycle repairers, under the style of Menagh & Cooper.

SALES MADE AND PENDING.

Drolet & Frere, electro platers, Montreal; assets to be sold at auction on the 10th inst.

The assets of Noel & Germain, machinists, Montreal, have been sold at auction.

J. B. Weldon & Co., general merchants, Little Britain, are advertising that they are selling out.

A WELL-APPOINTED WESTERN STORE.

The Smith & Fergusson Co., of Regina, N.W.T., wholesale and retail dealers in hardware, stoves, etc., have one of the handsomest establishments in the west. Their premises are large, and fitted with all modern improvements, and their annual turnover is steadily increasing. Mr. Young, their senior salesman, recently joined the ranks of the benedicts, and took in the Winnipeg Exhibition on his wedding trip.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS. - Montreal

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

NORTHERN ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

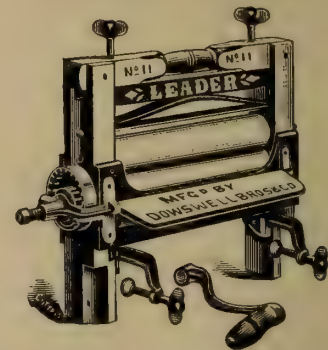
Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

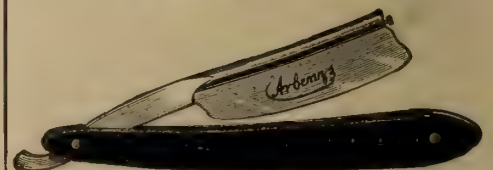
**THE NEW LEADER WRINGER**

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Have you been handling the

"ARBENZ"



If not, ask your dealer for them.

**LAMPLOUGH & McNAUGHTON
MONTREAL.**

WILLIAM HILL

327 St. James Street, MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of Brandram Bros. & Co.'s

Genuine B.B. White Lead

IN ALL SIZE PACKAGES.

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—**Owen Sound Portland Cement Co**
Or—**Shallow Lake, Ont.,**
John Lucas, 377 Spadina Ave., Toronto



**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

CHARLES H. RICHES

Solicitor
of

PATENTS

Canada Life Bldg, King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

ISLAND CITY

Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

MCLEOD & HENRY Co

FIRE BRICK

TROY, N.Y.

THREE BIG STRIKES OF GOLD.

A Rossland, B.C., despatch of Aug. 3, says : " Three big gold strikes were reported to-day. The first, and perhaps the most important, is on the Georgie mine, where the tunnel, 120 feet long, has cut the ledge of high grade ore at a depth of 100 feet from the surface. This ore ran \$40 per ton on the surface and has improved 20 per cent. with depth. This strike is near the east end line of the Monte Cristo and is in the same ledge running through that claim. It therefore means almost as much to the Monte Cristo as to the Georgie. The second strike is reported from the Red Mountain, which is a claim situated between Cliff and War Eagle. Here ore running fairly well in gold has been found in the shaft down 40 feet. The third strike is on Coxey claim, lying near the California on the west side of Red Mountain. Good ore was found on this ground several days ago, but that just discovered runs much higher in copper, having about 20 per cent. of that metal and running well in gold also. Intense interest and enthusiasm have been caused by the astonishing succession of important strikes made in the last three weeks. Nearly 30 mines have now pay ore."

BLACK SHEETS IN ENGLAND.

Galvanizers in England, according to The Iron and Steel Trades Journal, are experiencing some difficulty in procuring prompt supplies of black sheets. At the present moment owners of sheet mills have very full order books, many of them being unable to take orders for the next two months. The shipments of galvanized sheets have been on a very large scale during the six months ending with June, having amounted to 131,288 tons, as against only 94,041 tons in the first half of 1895; in fact, the total this year is considerably larger than that recorded for the same period of the past six years.

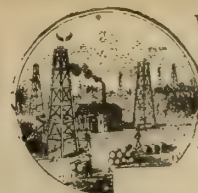
SUPPLIES COMING FORWARD.

Recent reports from Great Britain indicate that the different iron manufacturing plants will shortly be resuming full operations.

For some time back they have been troubled by low water caused by the excessive drouth. This condition has militated particularly against the makers of tin, Canada, galvanized, iron and terne plates, who have been unable to execute orders promptly. As a result dealers in Canada have in many instances run short of supplies and values stiffened accordingly.

With the works again in full operation, however, this temporary scarcity will be dissipated, as supplies ordered some time ago will move forward to their destination.

This relief in the tension may possibly ease prices, though it is not at all certain, considering the expansion in demand that is reported in Great Britain.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

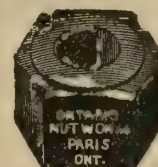
**Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**



COVERT MFG. CO.

WEST TROY, N.Y.

**Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.**



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

**All sizes of Hot Pressed
Nuts, Square and Hexagon**

WRIGHT & CO.

MANUFACTURERS AND DEALERS

**Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies**

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

**Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetters

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, Aug. 7, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
36 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 00	
I.X.	6 25	
I.X.X.	7 50	
J. R. & Co. -		
I.C.	5 00	
I.X.	6 25	
I.X.X.	7 50	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
I.X.X.X.	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.		
Bessemer Steel		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 25	
I.X., Terne Tin	7 50	
I.X., Orion	7 50	

Charcoal Tin Boiler Plates.		
Cookley Grade.		
X.X., 14x56, 50 sheet bxs	Per lb.	
14x60.	0 06	0 06½
14x65.		

Tinned Sheets.		
72x30 up to 24 gauge.	0 06	0 06
28	0 06½	
26	0 07½	0 07½
Allandale, I.C.	2 90	3 00
I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined	1 70	
Horse Shoe	2 35	2 65
Band	2 60	2 75
Hoop	2 30	2 30
Swedish	4 00	4 25
Sleigh Shoe Steel	2 50	
Tire Ste.	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb.	0 10	0 14
Russian Sheet, per lb.	0 10	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 06½	
2	0 07½	
2½	0 09¼	
3	0 11	

Steel Boiler Plate.

½ inch	2 45	
¾	2 35	

¼ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier.....	2 50	2 70
18 to 20 gauge.....	2 25	2 50
22 to 24 ".....	2 30	2 50
26 ".....	2 40	2 60
28 ".....	2 50	2 60

Canada Plates.

All dull, 52 sheets.....	2 30	
Half polished.....	2 25	2 35
All bright.....	3 00	

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 2½, 3, 4, 5 p.c.: 2 to 2½ in., 70 p.c.: 1½ to 1½ in., 70 and 5 p.c.: 2 to 2½ in., 70 and 5 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades, in case lots:	Per 100 lbs.	
16 gauge.....	4 ¾	
18 to 20 gauge.....	3 ¾	
22 to 24 ".....	3 ¾	
26 ".....	4 ¾	
28 ".....	4 ¾	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ " " " " "	4 75	
" 5-16 " " " " "	4 00	
" ¾ " " " " "	3 75	
" 1 " " " " "	3 35	
" 1½ " " " " "	3 25	
" 2 " " " " "	2 95	
" 2½ " " " " "	2 85	
" 3 " " " " "	2 75	

Trace, per doz. pairs.....	3 60	5 90
German coil, per 100 ft.....	1 65	2 70
Jack chain, iron, single, per doz. yards.....	0 13	0 50
Jack chain, double, per doz. yards.....	0 15	
Jack chain, brass, single, per doz. yards.....	0 20	10

Copper.

Ingot.....	0 13	
English B. S., ton lots.....	0 11¾	0 12
Lake Superior.....		

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
round and square		
1 to 2 inches.....	0 18	0 19
from 3 to 5 cents a pound.		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60.....	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes.....	0 15	0 16½
NOTE.—Extra for tinning, 2 cents per cents per pound.		
Planished and tinned, 14x48 and 14x60.....	0 26	0 27

Braziers. (In sheets.)		
4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " " "	0 15	0 15½
" 50 lb. and above, " " "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb.....	0 21	
Spun, per lb.....	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge.....	0 23	0 26
From 20 gauge up.....	0 25	0 28

Brass.

Roll & Sheet, 14 to 26 gauge..	0 20	0 22
" 27 to 30 " " "	0 21	0 23
" 30 and up " " "	0 23	0 26
Sheets, hard-rolled, 2x4 ft..	0 21	0 23

Zinc Spelter.

Foreign, per lb.....	0 04½	0 04¾
Domestic ".....	0 03¾	0 04

Zinc Sheet.

5 cwt. casks.....	0 04¾	
Part casks.....	0 05	

Lead.

Imported Pig, per lb.....	0 03¾	0 03¾
Domestic, per lb.....	0 03	
Bar, 1 lb.....	0 04¾	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll.....	0 04	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half.....	Per lb.	Pe
Standard.....	0 12½	0 13
Wire.....	0 11½	0 12
	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	0 09	
Other makes, per lb.....	0 08	

Anti-Friction Metal.

"Beaver" brand.....	Per lb.	\$0 20
---------------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil.	Per cwt	
25 lb. irons.....	\$4 75	5 00
No. 1 do.....	4 50	
No. 2 do.....	4 25	
No. 3 do.....	4 00	
Brandram Bros' Genuine.....	6 00	
" Decorative.....	5 75	
" No. 1.....	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James' genuine.....	5 75	
No.....	5 55	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.....	1 00	1 25
Second qualities, per gallon.....	0 90	
Barn (in bbls.).....	0 70	0 90
Sherwin-Williams.....	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb.....	0 07	
Chrome Yellow.....	0 11	
Golden Ochre.....	0 06	
French.....	0 05	
Marine Black.....	0 09	
Green.....	0 09	
Chrome.....	0 08	
French Imperial Green.....	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.....	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls. per cwt.....	2 75	
Yellow Ochre (Royal), per cwt.....	1 10	1 15
Venetian Red (best), per cwt.....	1 80	1 90
English Oxides, per cwt.....	3 00	3 25
American Oxides, per cwt.....	1 75	1 90
Canadian Oxides, per cwt.....	1 75	1 90
Paris Green, per lb.....		
" 100 lb. drums.....		
Burnt Sienna, pure, per lb.....	0 10	
do. aw.....	0 10	
Drop Black, pure.....	0 09	
Chrome Yellows, pure.....	0 18	
Chrome Greens, pure, per lb.....	0 12	
Golden Ochre.....	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal.....	0 69	
Extra.....	0 90	
Brown Japan.....	0 65	
Brown Japan, Turpentine, p.g.....	0 85	
No. 1 Carriage, per gal.....	1 30	
Gold Size Japan.....	1 00	1 20
Pure Orange Shellac.....	1 95	2 00
Hard Oil Finish.....	1 30	
Oil Shellac.....	1 40	
White Shellac.....	2 25	

Linseed Oil.

Raw, per gal.....	0 49	0 50
Boiled, per gal.....	0 52	0 53
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels.....	0 39	
1 to 4 ".....	0 40	
Freight allowed. Price 2c. less Toronto		

Castor Oil.

In cases, per lb.....	0 07½	
Small lots.....	0 08	0 08½

Cod Oil.

Cod Oil, per gal.....	0 50	0 51
-----------------------	------	------

Glue.

(In bbls.)

Common.....	0 07¾	0 08
French Medial.....	0 10	0 10½
Cabinet, sheet.....	0 11	0 12
White, extra.....	0 16	0 18
Gelatin.....	0 20	0 30
Strip.....	0 16	0 18
Coopers.....	0 19	0 20
Al clear.....	0 09	
Liquid Glue F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb bags.....	per lb	1 00
Best thick brown or grey felt wads, in ½ lb. bags.....		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.....		0 99
Best thick white card wads, in boxes of 500 each, 10 gauge.....		0 35
Best thick white card wads, in boxes of 500 each, 8 gauge.....		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.....		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....		0 25
Thin card wads, in boxes of 1,000 each 8 gauge.....		0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Axles.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.

Excelsior, 10 per cent.		
-------------------------	--	--

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each.	5 00	7 50
-----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. .65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.		
--	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt.	0 60	0 65
Red,	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Double Diamond	Per 100 ft	Per 50 ft
Window.		
Box Price		
Star.		
Per 100 ft.		
Per 50 ft.		
Size United Inches.		
14 to 25	2 10	1 05
14 to 30	2 30	1 15
14 to 35	2 50	1 25
14 to 40	2 70	1 35
14 to 45	2 90	1 45
14 to 50	3 10	1 55
14 to 55	3 30	1 65
14 to 60	3 50	1 75
14 to 65	3 70	1 85
14 to 70	3 90	1 95
14 to 75	4 10	2 05
14 to 80	4 30	2 15
14 to 85	4 50	2 25
14 to 90	4 70	2 35
14 to 95	4 90	2 45
14 to 100	5 10	2 55
14 to 105	5 30	2 65
14 to 110	5 50	2 75
14 to 115	5 70	2 85

Pilkington.

1st break	2 70	
2nd "	2 90	
3rd "	3 10	
4th "	3 30	
5th "	3 50	
6th "	3 70	
7th "	3 90	

Picture Glass.

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 80 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
 1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 75
 40 dy. 2 80
 30 dy. 2 85
 20, 16, and 12 dy. 2 90
 10 dy. 2 95
 8 and 9 dy. 3 00
 6 and 7 dy. 3 15
 2. American pattern only—
 From 4 to 5 dy. 3 35
 3 dy (lath). 3 75
 3. Canada pattern only—
 From 4 to 5 dy. 3 25
 3 dy (lath). 3 65
 3 dy, A.P. fine. 4 35
 Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16½
 Carbon safety " 0 18 0 00
 Canada w. w. " 0 18 0 00
 American w. w. " 0 00 0 21
 Pratt's Astial. 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.
 Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tinnings solid, per set. 0 00 0 72
 hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 07½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 and 10 per cent.
 Iron " dis. 60 and 5 per cent.
 Tinned and black rivets, 60 and 5 per cent.
 Burrs, iron or steel, 50 and 5 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7¼	00 9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¼	7¼

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

R. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
 Kempshell's, dis. 45, 62½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH "LIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Diston's, dis. 12½ to 15 p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Diston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whitling. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50

Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50

Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c.

" R. H., " dis. 75 and 10 p.c.

" F. H., brass, dis. 77½ and 10 p.c.

" R. H., " dis. 72½ and 10 p.c.

Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz. 3 25 4 00

iron, 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, japanned, 80 p.c.
 N.P., dis. 70 p.c.

Clauss, full nickel, 60 p.c.
 japanned handles, 67½ p.c. off.

Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10

" tinned, " 1 25 1 35

Tin rim, per doz. 2 30 2 45

" black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme " 3 00 5 00
 Lock, Andrews " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00

Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00

Dessert, " 21 00 00 00

Table, " 30 00 30 00

Dessert Forks, " 24 00 00 00

Medium " 27 00 00 00

Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90

Steel, dis. 65 to 65 and 10.

Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

gross. ¼ gross. doz.

Scientific Stove Pipe

Scientific Stove Pipe

(5 lb pails) 60c. each. 6 00

Scientific Furniture

Polish. 12 00 1 25

Scientific Carriage Top

Dressing, ½ pints. 2 00

Scientific Carriage Top

Dressing, pints. 3 50

Scientific Enamel Paints 1 50

Scientific Stove Enamel 7 50 2 00 75

STONE.

Washita, per lb. 0 28 0 50

Hindustan, " 0 06 0 07

" slips, per lb. 0 09 0 09

Labrador. 0 00 0 13

" Axe, " 0 00 0 15

Turkey " 0 00 0 50

Arkansas " 0 00 1 50

Water-of-Ayr " 0 00 0 10

Scythe, per gross. 3 50 5 00

Grind. per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue 66½

Trunk tacks, black 60

" tinned. 66½

B.B.B. iron carpet, blued. 60

" tinned. 66½

B.B.B. iron carpet, bright or blued (in kegs) 30

B.B.B. iron carpet, tinned (in kegs) 30

B.B.B. cut tacks (in bulk) 60

" (in dozens, 1 to 6 oz.) 45

" (in dozens, 8 to 24 oz.) 30

" ¼ weights. 40

" tinned. 45

Swedes, cut tacks, genuine, blued and tinned. 52½

Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz.) 60

Swedes, upholsterers', American (8 to 24 oz.) 66½

Swedes, carpet, gimp, lace 35

brush, blued and tinned. 40

Zinc tacks. 35

Copper tacks and nails 60

Leather carpet tacks 30

Trunk nails, black and tinned 65

Clout nails 66½

Cigar box nails 45

Lining nails in papers. 45

" in bulk 10

" solid heads, in bulk. 42½

Saddle nails in papers. 10

" in bulk 15

Tinned capped trunk nails 15

Double pointed tacks, discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00

English, Patent Leather 5 50 9 75

Chesterman's, each 0 90 2 85

" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 5

TINNERS' TO

WHEN YOU WANT

Bar Iron

TRY GUELPH

You will get—

Rounds that are round

Squares that are square

Flats evenly rolled

Bands tough, with clean, smooth edges



**The Guelph Norway Iron
and Steel Co., LTD.**

Rolling Mills, GUELPH

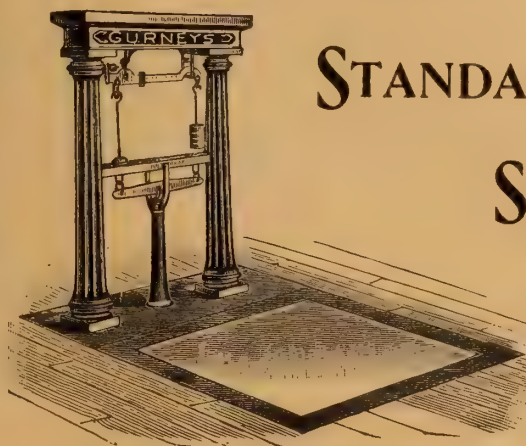
ESTABLISHED 1856

REORGANIZED 1887

The—

Gurney Scale Co.

MANUFACTURERS OF



STANDARD
SCALES

Hamilton, Ontario.

Promissory Paper

Fulfilling its promises (for wrapping purposes).

MADE WITH CARE,
MADE TO WEAR,
HARD TO TEAR.

Long and strong-fibred Wrapping
Paper, printed and plain.

STOREKEEPERS . . .
COMMUNICATE WITH US

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg;
James Mitchell, Victoria and Vancouver. Permanent
agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS

OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

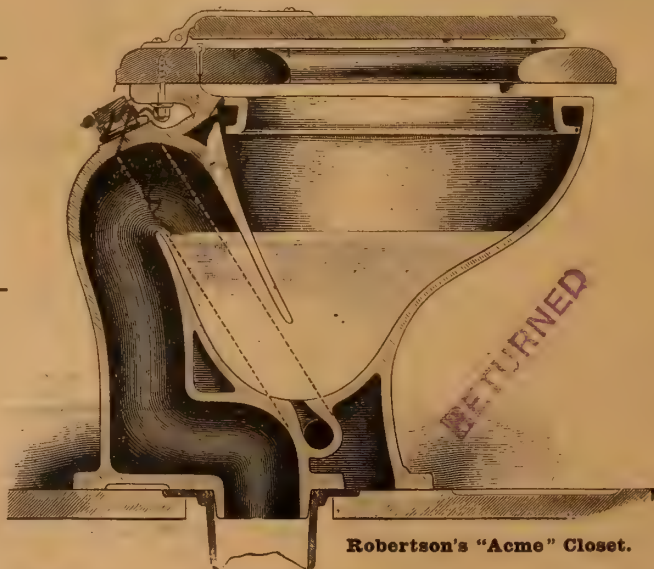
Simplicity is Perfection : ROBERTSON'S "ACME" SYPHON CLOSET

Is the perfection of simplicity and an excellent substitute for all of the higher priced closets. We guarantee it to be perfectly sanitary.

This closet is rapidly making its way to the front.

We carry a complete line of

PLUMBERS' SUPPLIES



Robertson's "Acme" Closet.

It is giving uniform satisfaction, and is the cheapest closet on the market.

NO TROUBLE TO QUOTE PRICES

Telephones
819, 1511

The JAMES ROBERTSON CO. Ltd. 263-285 King Street West Toronto

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, AUGUST 15, 1896

No. 33



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street New York

Cutlery . .

See our samples for Fall Importation.
Good patterns, good quality, good value.
Specially attractive lines in Carvers, with
or without Cases, and Ivoride Table and
Dessert Knives.

A. C. Leslie & Co., Montreal

Western Representative: R. A. Baines, 28 Front St. E., Toronto

Canada's Largest Radiator Manufacturers.

KNOWN IN HISTORY

Safford Radiators with patent screwed nipple connections have revolutionized the heating systems of the world. No word of praise can add distinction to our laurel wreath—

"Safford"

THE WORLD'S BEST

Radiators

are made free from defects. Guaranteed without
Bolts, Packing, or Red Lead Joints.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited

.. Toronto, Ont.



Savage Hammerless Sporting Rifle

DESCRIPTION OF SYSTEM, MODEL 1895.

RICE LEWIS & SON, Ltd. *Canadian Agents* **TORONTO**



Action Open.

- A—Finger-Lever.
- B—Catch on Automatic Cut-off.
- C—Automatic Cut-off.
- D—Breech-opening.
- E—Breech-Bolt.
- G—Magazine Carrier.
- H—Projection or Receiver for Finger-Lever.
- K—Sear.
- L—Retractor.
- N—Hammer.
- P—Sear Screw.

- R—Trigger.
- S—Trigger Safety Projection.
- U—Recoil Shoulder.
- V—Trigger and Lever Lock.

WRITE FOR CATALOGUE.

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

FALL GOODS



Galvanized
and
Japanned

Coal Hods

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, AUGUST 15, 1896

No. 33

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

BRITAIN'S ATTITUDE TOWARDS CANADA.

OPPPOSITION to the preferential trade idea continues to crop up in England. Among the latest personages to raise his voice in denunciation of the scheme is Sir William Harcourt, leader of the Liberal party in the House of Commons. He characterized it as "the most absurd ever propounded, and one which received no support whatever."

The faster a vessel ploughs her way through the sea the greater is the resistance offered by the waves. Slow as is the progress of the preferential trade idea, it is moving faster than a year ago. And the fact that such English statesmen as Asquith, Courteney and Harcourt, and such an influential paper as The London Times have been stirred up to treat the question with hostility, is evidence of this—as great evidence probably as the fact that the Secretary of State for the Colonies is championing it.

But sometimes the waves resist to such a degree that they obtain the mastery. Perhaps the opposition in Great Britain may finally swamp the preferential trade or any substitutionary movement. It will be regrettable if such does happen.

In Canada, while in part the desire for preferential trade with Great Britain is born

of sentiment, the major part of it comes of a necessity for trade expansion. Our home market is limited. Our population is only about five millions. And there does not appear to be any indication that it will grow as fast as our capability to produce goods, either of the field, forest, mine or factory.

The Motherland can help us if she will in securing the desideratum. And the way in which she can help Canada is by giving her products, as well as those of the other colonies, a preference in her markets.

We do not ask her to do for our products what we are not prepared to do with hers. The House of Commons has signified its willingness to give British goods a preference under the tariff, and various boards of trade throughout the country have cordially endorsed the idea.

While the freedom to manage their own affairs which Great Britain has given her colonies is proverbial, so also is the persistency with which she neglects their interests. If the same neglect of the Motherland's interests had characterized Canada in times past as has characterized the Motherland's concern in Canada's interests, this country would not have been what is to-day the richest jewel in the crown of the Empire.

Canada's trade with the continent of which we form a part might have been larger than it is to-day had we chosen to obtain it at the price of ignoring the commercial interests of the Motherland.

There is no use mincing matters, Canada must find means for enlarging her foreign trade unless she is satisfied with her present rate of growth in this respect. And beyond question we are not that, although we are by no means standing still.

For many of our products Great Britain is our natural market; for others it is the United States. Against our products there is, in the latter country, an embargo, almost prohibitory in some respects. Had we chosen to have less conscientious scruples of our duty to the Motherland it is possible

the conditions would have been more favorable. At any rate they were offered us.

But if English newspapers continue to term trade between Canada and Great Britain as "altogether artificial," and English statesmen to dub the preferential trade idea as "the most absurd ever propounded," it is possible we may make bargains where and how we best can, even if somebody's corns do get pinched. Self-preservation demands it.

CANADA AND AMERICAN SILVER.

THE opposition which has arisen in Canada, during the past few weeks, to United States currency, is a natural consequence of the conditions obtaining across the border. Self preservation is the first law of nature.

Even should the free silver men in the United States win, it will be something like a year, at least, before they could put their scheme into operation. And then, of course, there is the possibility that they will not win. At the first blush, therefore, it would appear that Canadians are unduly hasty in assuming their present attitude towards American silver.

But a merchant does not, to-day, buy goods which are either unpopular or likely to depreciate at no very distant day. Neither can business men be blamed for refusing, either altogether, or at a substantial discount, currency which is likely to be given a fictitious value by unwise legislation.

It is always better to be sure than sorry; and the best way to avoid sorrow is to eschew risks.

Canada has quite enough currency of her own, and she would be unwise to pollute it with a coinage such as that proposed by William Bryan and his colleagues.

A CORRECTION.

An unfortunate error crept into our issue of July 31. In the business changes in that issue it was stated, "James Douglas, gene-

ral merchant, Dobbington, Ont., has assigned in trust to Alfred Robinson."

Instead of having assigned, however, James Douglas was succeeded by Douglas & Thompson.

The error was caused by a paragraph referring to a merchant who had assigned to Alfred Robinson getting mixed up with that referring to the change in Mr. Douglas' business.

HARDWARE AND METAL regrets exceedingly that the mistake was made, and hopes that Mr. Douglas suffered no inconvenience therefrom.

ONTARIO'S GOLD FIELDS.

SLOW but sure is now the safest plan to develop the gold mines of Ontario. We do not want a boom. Companies floated with from \$1,000,000 to \$5,000,000 capital on mere surface indications cannot but prove disastrous or disappointing to investors.

Mr. J. H. Chewett, M.E., of Toronto, has just returned from a visit to the mining districts of British Columbia, whither he had gone upon professional business. Mr. Chewett spent two weeks in the Trail Creek region, in the vicinity of Rossland, and speaking of gold mines there he said: "I would prefer to mine in the Rainy River district of Ontario, where the character and treatment of the ore are much better understood. The ore deposits in Trail Creek are not veins, strictly speaking, but masses, like the nickel and copper ores of Sudbury, and like them existing in the form of lenses. The ore, too, is almost identical with the Sudbury ore, being chiefly pyrrhotite with a small percentage of copper pyrites. There is no doubt that it exists in large quantity, and some of it is of very high grade. It is, however, a difficult ore to treat, as it is not free milling except in one or two instances. Smelting is the only successful process, and the smelter's charges vary from \$7 or \$8 to \$10 or \$11 per ton, in addition to which the ore has to stand the cost of transport from the mines to the smelters, which, in the situation, is necessarily high. When you consider that a smelter costs about \$500,000, you will see how great is the advantage of ore that can be treated by a stamp mill, which may be set up even in British Columbia at a cost inclusive of freight and power not exceeding \$1,000 per stamp. Every mine of moderate and steady output may warrant the building of a mill to treat the ore on the spot, in the Rainy River district. In British Columbia very few mines have their own smelting plants, and, if the ore is not of the right composition, suitable ores must be procured elsewhere to provide the right mixture for fluxing; otherwise there may be a serious loss of the precious metals. I would not care to tackle a smelt-

ing proposition in British Columbia to treat Trail Creek ores, with less than half a million dollars; while in Rainy River I would undertake with a stamp mill to treat per day the same quantity of the ore of that district with a capital of under \$100,000. Then, too, the cost of operating a stamp mill would be very much less than that of a smelting plant."

Asked as to the Saw Bill Lake gold mine on the Seine River, which he reported upon for the owners last winter, Mr. Chewett said he understood it was showing up very well.

"I expressed the opinion," said he, "that from appearances the vein would widen in depth, and I believe that this is found to be the case. The officers of the company at Hamilton tell me that the shaft had at last reports reached a depth of 80 feet, where the width is six feet, whereas at the surface it is only three feet. I understand, too, that more free gold is visible than at the surface."

"I am going next week," Mr. Chewett said, "to examine and report upon other locations in the same region, on both sides of the C.P.R., and after that I may have to go and spend some time in British Columbia again."

The following letter was received a few days ago by the secretary-treasurer of the Saw Bill mine from the police magistrate of Port Arthur:

"Hold 50 shares more of Saw Bill for me at \$1, and draw on me for the money. The stock must go up shortly. You will hear of, and perhaps see shortly, something that will open your eyes. The mine is looking well and better as it goes down, and I saw to-day a bottle of pieces of quartz that would make you dance. Africa and British Columbia are not in it with us. I tell you, if I am any judge, you have the best thing in Algoma. Hurrah for Algoma! Wiley is working that mine well, and in accordance with my ideas, and if you do not have a big pile of pay rock, rich, ready for your stamp mill next year, then I will be ready to say that I don't know what I am talking about. The stock to-day is worth \$5 easy. Saw Bill is all right."

It is stated that \$100,000 cash was refused for the Golden Gate property, which is near Rat Portage. The owners will probably form a company and put stock on market.

Last week a specimen of quartz from Saw Bill Lake mine was assayed by the Excelsior Refining Works, Toronto, and showed free gold to the value of \$1,740 to the ton.

MAN WITHOUT A TRADE PAPER.

The merchant without a trade paper is like a mariner without a compass, a ship without a pilot, a castaway on an uninhabited island.

HARDWARE PRICES IN CITY AND COUNTRY.

A HARDWAREMAN in a western Ontario town on a visit to Toronto this week recites an interesting experience, which is replete with an excellent moral.

One of his customers, a carpenter, who usually bought on credit, except when he visited London, where he paid cash, came into his store a few days ago for some hinges. The articles were produced and the price named.

"Why," remarked the carpenter, "that is as cheap as I can buy them in London."

"Oh, yes," quietly rejoined the hardwareman, "we can sell just as cheap here as they can in London or any other of the cities."

The hinges were parcelled up and the purchaser was just on the point of leaving the store, when the merchant remarked: "Where's the money?"

"Oh, I want you to charge this," was the reply.

"All right; but the price I quoted you is the cash price, not the credit price."

The upshot of it was that the hinges were left on the counter. Like a great many other consumers the carpenter wanted his local storekeeper to furnish him with goods on time at the same price at which he could purchase abroad for cash.

It is a pity there are not more hardwaremen with the courage of the one in question. Just as soon as they begin to multiply, just so soon will the number of persons who go to the cities and pay cash, getting what they buy at home on credit, decrease.

Any man, be he merchant or consumer, can always buy cheaper for cash than he can on credit. The so-called lower prices in big city stores which attract the country consumer, in the hardware business as well as in other lines, is often more apparent than real. The trouble with a great many merchants is that they do not take pains enough to educate their customers to this fact. A few object lessons like that given by the hardwareman in question would do a wonderful lot of work along the lines indicated. That carpenter will hereafter know that he can buy at home just as cheaply as he can abroad, and, furthermore, save time and railway fare.

LOOKING AFTER CANADIAN TRADE.

SPOKANE, Washington Territory, has been declared a sub-port by the Interior Department of the United States Government, and bonded warehouses will soon be established there for the hand-

ling of Canadian and other foreign goods in bond.

From advices just received from Spokane by **HARDWARE AND METAL** it is learned that the wholesale merchants there are getting ready to take hold of Canadian goods, especially with a view to selling them to the retail trade in the Slocan and Kootenay country in British Columbia, which is about one hundred miles north of Spokane.

It seems that in the past the jobbers of Spokane have not been able to do as much business in British Columbia as they would have liked on account of the Canadian tariff. With the establishment of bonded warehouses, however, in that city the conditions will be more favorable for the gratification of this desire.

Canadian wholesale merchants had better bestir themselves, or our enterprising cousins across the border will outstrip them in the race for business in the British Columbia mining fields.

WINDOW GLASS IN TORONTO.

A GOOD deal of cutting is going on among the wholesale dealers in window glass in Toronto, and as a consequence it is difficult to get at a reliable basis of prices.

As the readers of **HARDWARE AND METAL** know, the price of window glass in Belgium has appreciated something like 10 per cent. lately, making the cost of first break in fifty-foot boxes laid down in Toronto to-day \$1.25, yet at least one house is quoting as low as \$1.15 to the retail trade, while the most common figure given is \$1.20 to \$1.25. Occasionally one hears as high as \$1.30. In 100-foot boxes the quotations also show a wide range, being all the way from \$2.20 to \$2.40.

Aside from the tendency there always seems to be among the dealers in glass to cut prices, the present condition of affairs may be explained by the fact that some of the dealers have still stocks which cost them \$1.15 and \$1.18, but even these figures would not warrant some of them quoting as low as they are to-day.

OIL DEVELOPMENT IN ESSEX.

Two big companies are developing the oil territory of South Essex. The Standard Oil Company started some weeks ago, and the Ontario Natural Gas and Oil Company has just begun. Supt. S. T. Copus, of the Ontario company, says there has been no lack of proof that South Essex is a great oil region. The company has sixteen gas wells, which is all it requires, and now it will have its drillers explore for oil alone. Oil is found below the gas strata, and below that is salt water.

DROPS FROM THE EDITOR'S PEN.

Character is the pivot upon which business turns.

The only way to secure trade is to go or send after it.

Have a good foundation if you don't want a shaky apex.

The entry of free silver would mean the free exit of gold.

A man may die under the dissecting knife, but a business never.

Experience is a good teacher, but she demands big pay as a rule.

Economy which is over rigid usually breaks a man's generosity.

Business ethics inoculate politics against the imbibing of wild theorisms.

Clerks who are not entertaining should not be maintained in any store.

Stick too tenaciously to business and you will loosen your tenure upon life.

Honesty is good for policy's sake, whatever it may be for conscience sake.

A store crowded with loafers is not likely to become congested with customers.

The man who has no backbone may do for a jelly fish, but for a merchant never.

The battle of the standards is a glittering conflict which may have a darkening result.

The advertisement is the merchant's tongue, which he uses for selling his wares.

If a man owes you money, try to get it, but in the getting of it try not to get his ill-will.

He who is a merchant should throw in his influence with the good roads movement.

Merchants who take no relaxation, like machines without oil, become stiff and useless.

A cool store these hot days is a blessing, but a cool merchant is as great a curse as ever.

Days with the mercury at 90 in the shade try the patience of a saint, and drive the sinner to drink.

The average citizen of the United States is credited with possessing a good deal of horse sense. His sense will be more akin to that of the animal which has longer ears

than the horse if he votes free silver in November next.

Every young man who aims to be somebody should be himself.

Even the man who sells for cash should guard his credit with jealous care.

Man is his own architect, and if he makes bad plans he will have a bad superstructure.

Many a man has been awakened from his lethargy by stubbing his toe against some financial difficulty.

If you are making an agreement which is of any importance, put it in writing. Ink is more durable than words.

A merchant naturally breathes easier when his business is not choked with unfulfilled financial obligations.

Early closing may be defined as a movement for the sweetening of the merchant's life and adding years to the same.

Talents hid do not, like mustard seed buried in the ground, fructify. Talents only increase as they are exposed and used.

Merchants should copy the politicians in one respect: They should have a policy, and the sounder and more vigorous it is the better.

If Jack Frost had been doing his duty last week he would have arrested the Sun for scorching, to the danger of a good many citizens.

A good many people who are not particular about the appearance of a man are fastidious indeed about the appearance of the goods they buy.

Save your money, but spend your energies and leisure moments in acquiring useful information. Then some day you will be rich in both gold and brains.

The foolish merchant says there is nothing in advertising, and then sitteth down and endeavors to advertise with many words the qualities of his particular party.

He who asks credit and refuses to produce the evidence of his worthiness may be rich in assets, but is poor indeed in common sense to be trusted with other people's goods.

Every clerk should be ambitious to become a merchant, but he should be careful that his ambition does not cause him to develop too much speed. Going into business too quickly often means coming out of it with alacrity.

IRONMONGERS' HOLIDAY BUSINESS.

THERE are many people, who, on first reading this heading, will be inclined to exclaim, "Why, the holiday season is the dullest time in the whole year with us and to talk about a pushing trade at this season is simply absurd." But, all the same, there is a good business to be done by the man who cares to take the trouble to look for it. When business is brisk, and orders are coming in faster than they can be executed, we may well concentrate all our energies on them; but when trade is becoming quiet and the takings begin to fall off, then we must look round keenly and find out in what direction our efforts can be specially directed, so that the hitherto dull season may be turned into a time of comparative briskness. The holiday season is not altogether so devoid of opportunities of increasing business as some would have us imagine. Take, for instance, an industrial town, where there is little of interest, and consequently the number of excursionists coming to the town is small; yet here it will be found that there is a constant exodus of the population, some going away for a prolonged stay at the seaside, others going away for Saturday to Monday excursions, and most of them will require to take some sort of luggage with them, and local ironmongers should put themselves in a position to supply these wants. Paterfamilias, taking his family to the seaside for a lengthy stay, will probably take many domestic conveniences and necessities with him, and he will, therefore, require something in which to pack them. For himself he will probably want a portmanteau, his wife may require a dress basket, while his children will perhaps want a trunk, all of which he will doubtless be glad to get at his ironmonger's. Then again, if he is fond of bathing, he may speculate in a tent for seaside use, and probably a camp-stool or two. Then again, there may be picnics and boating excursions, and all these should be catered for. Picnic baskets, oil stoves, and other goods of this class should find a ready sale during the season.

Whilst the retail department is thus busily employed looking after the wants of the pleasure seekers, the workshops department should also be specially looked to. In big establishments there are always repairs of one sort or another that require attention—perhaps the boiler wants cleaning, or a new range has to be fixed, defective circulation of hot water put right, and other jobs of a like nature. All of these the proprietor will gladly have done, if only the matter is brought to his notice, and he can be assured the work will be in competent hands. The retinning of copper goods should also be carefully looked after, as when families are away from home it is a convenient time for

having these articles seen to, and the ironmonger will not be pressed for time, as is often the case.

Turning from the industrial town, from which people are daily going on "pleasure bent," we may next consider briefly the fashionable seaside resort, to which people are flocking in hundreds; and here surely business should be brisk, but nevertheless a little extra "push" and enterprise are sure to meet with their reward. There is one department which strikes me very forcibly as being one to which there is practically no limit to the trade to be done, and that is the letting of cycles out on hire. Nowadays everyone rides, including old ladies, maidens and children, so that there is sure to be a brisk demand for them. When machines are let out on hire a reasonable deposit should be insisted upon, and it should be distinctly understood that all damages besides those of wear and tear are to be paid for by the hirer, and a card should be displayed in a prominent position to that effect. —Ironmongery.

THE IRON AND METAL TRADES

THE Iron Age says: "In some of the markets a slightly more hopeful tendency is developing, chiefly because a little more confident feeling is developing in financial circles. The scare which seems to have affected many banking institutions has had its effect lately in forcing sales of material at very low prices. The developments of the past two months have had the effect of causing an increasingly large number of producers to stop work altogether. Others are running slack, depending chiefly upon current small orders to keep the crews going.

"The billet pool, which met in this city this week, voted down a proposal to lower prices. One source of complaint was removed. It dealt with the accounting of the steel delivered to an allied works. The makers have held together, and if the organization can be kept in suspended animation until trade improves its chances of success are much bettered. Some, cynically inclined, express the opinion that there was no fighting because there was nothing to fight for. The wire trade, the most important single outlet for Bessemer billets, continues very quiet. The nail people will run in August at the same rate as in July—a rate which calls for a tonnage easily furnished by one good-sized steel works in a few days. There is enough stock of nails to take care of a good demand, should it come, for a pretty long time.

"New structural work is light, or, in other words, order books are growing slimmer from day to day. Chicago reports that Yankton

Bridge, calling for 4,000 tons of material, has gone to an Eastern plant.

"The long period of pulling over the Brooklyn pipe order is over, and Pittsburgh has carried off the plates, the tonnage being 12,000 to 13,000 tons.

"The order for 13,500 tons of cast-iron pipe which is to go into the Fifth avenue, New York, line, has been given to the Warren Foundry, who share it with the McNeal shops. The outlook in this branch is not considered very hopeful, since the funds to pay for water works improvements are generally raised by the sale of municipal bonds. Recent developments do not indicate that the market for such securities is likely to absorb much in the near future."

AUSTRALIAN TRAVELERS.

In The Australasian Ironmonger a traveler tells a tale which shows that in those colonies traveling is not exactly "all lavender." He says: "On one occasion I heard that a race meeting was to take place on the following day at a town just ahead of me. I made up my mind that it would pay me better to spend an extra day where I was than go forward. I did this. But on reaching the next place I found that although the advertised race meeting was over, the excitement was not, and races were being organized by the townspeople, for the beaten horses, and for every imaginable reason. When I called on one of our best customers he said to me, 'Look here, you will have to give something towards some stake or other.' 'Well,' I said, 'how much shall I give?' 'Oh, £3 or £4.' 'I won't give so much as that, but I will give you £2. Here is a fiver; let me have the change.' 'All right,' he said, and took the note, but from that day to this I have never seen the change. I could only charge the firm £2, and although I have spoken of it more than once since, I have never been able to recover my money."

The liquidators of the Commercial Bank of Manitoba have just paid another dividend of 10 per cent., which makes a total of 90 per cent. paid to the creditors.



HOW TO OVERCOME COMPETITION.

THIS interesting paper was read at the annual meeting of the Michigan Hardware Association :

In the last days of the first month of this year of hard times I received a letter from our esteemed secretary telling me of the duty assigned me by the Programme Committee, adding, "It is now too late for you to back out, as the programme is in the printer's hands. Get up something." He probably knew of my bashful and retiring ways, and was fearful lest I should shirk. But I assume the task, not because I think myself capable of doing my subject justice, but that I wish to do all in my power to make our association a success. Nor am I alone in this desire. In fact, men in our business do not hesitate to do hard and oftentimes disagreeable work. Gentlemen, you have my sympathy at this time, and I ask your kind forbearance for a few minutes, on account of the fact that during the last fourteen years I have given much attention to store arrangement, discounts, "talking points," selling prices and bad debts, and very little to literary or public work. However, I welcome the formation of this association, hoping that it may be the means of awakening our latent literary powers, and that in a few years the orations, papers and methods of the Michigan Hardware Association may compare most favorably with those of our brethren in the older eastern and southern associations. But to our subject.

During the last few years, and especially in these hard times, we find that the sale of inferior goods has greatly increased. With lessened incomes, consumers must and do buy cheaper goods. These goods are not always handled or sold by irresponsible parties. In the smaller towns we have the "bazaar," while in the city flourishes the "fair." In either case it cuts no great figure with our business. Whether he be irresponsible or not, the effect on our trade is practically the same. The hardwaremen of Kansas City are looking to the State Legislature for relief, hoping to get a law that will compel the large establishments or "fairs" to drop hardware. I do not think

this the remedy. How then? If in your locality inferior goods must be sold, sell them yourself. Don't push cheap or inferior goods. Carry a full stock of straight, legitimate hardware, and sell it, then put in cheap goods, according to the requirements of your trade. Have the inferior goods to make comparison with your best goods if necessary and make the price the same as your competitor and no lower. Meet him on his own level. Do not say that the staid and reliable hardware dealer is never found in such company. Times have changed. Wm. G. Hibbard, of Chicago, says that the new ways of doing business are not to his liking, but so long as he continues in business there is nothing to do but "keep in the procession." Declare war upon these irresponsible dealers. Prepare for a campaign against inferior goods. With your permission I enumerate some of the weapons that you should and must use in this battle, if you are to be the victor. First, enthusiasm. Be enthusiastic in your business, of your goods and of your town. Thos. W. Palmer said down in Detroit the other night, "Enthusiasm, which is the one saving thing in life, is better than knowledge and better than wealth. I want to say, whatever happens don't lose your faith and your enthusiasm. With enthusiasm lost and faith fled, man is dead." Your best weapons, your cannons as it were, are your goods, bought right, displayed properly, talked earnestly and sold at a profit. Buy goods to suit all grades of economy. Select weapons that will prove as effective as those used by the other fellow. When David went out to meet the giant, he did not have a pop gun, nor did he carry an olive branch. His weapons, while not the most modern, were skillfully used, and accomplished their purpose.

Don't cut the price of first-class hardware to meet the price of a competitor's "junk." Price cutting never means success. Remember that people have that consuming, everlasting desire to get goods below the marked price. Have goods that you can sell them at their price. I am often reminded of a circumstance that occurred a number of years ago in an Illinois town near my old

home. An old Irish lady had brought her butter and eggs to market, exchanged them for the needed groceries, and received the balance due her in cash. As she passed down to the door she noticed an article she thought to buy, so asked the price of the clerk—honest Phil. Clark. "Fifteen cents," was the reply. "The d—l take ye, I'll gin ye forty." "But, madam, I said fifteen," said Phil. "To h—l with ye, I'll gin ye ten." This only illustrates that some people only judge the goods by the price you ask them. To some, a first-class plated spoon would appear dear at 5 per cent. profit, while the same parties would call plain nickel spoons cheap at 33 1/3 per cent. profit. Be honest with them. Don't trade upon the credulity of the public. Have the goods to suit their pocket books and sell them for what they are. Any other course will prove a boomerang. Sell some good novelties; they draw trade. Small household novelties, properly pushed, have built up large establishments. Be an up-to-date dealer. Be ahead of your back-number competitor who runs a dust-covered concern down the street. Everybody knows you sell nails. Another weapon must be grit. Have lots of sand. Mark out a policy and follow it up. Keep your temper. Don't get mad. Don't blow. Whatever your competitor may do, never let him know that you are paying a particle of attention to him. Do not advertise him or his goods by talking about him or them, unless it be in a friendly way. Make his acquaintance. Be friendly and accommodating. Call on him, and while you are talking weather or shop, keep your eyes open. Go in occasionally and get some article that you are "just out of." Get all the "pointers" possible, and if you have got a fair amount of common sense, and use the weapons specified, you need not be afraid to go into this battle for trade against "inferior goods and irresponsible dealers."

The first public use of the new light, acetylene, in Woodstock will be made on the opening night of the fair. There will be 24 acetylene gas burners of 25-candle power each in the building. These will aggregate 600 candle power.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts



TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21 1/2 yards, 1072.68 feet per second.
" 43 " 872.72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30".

Pressures 2.17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Netford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '23 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

PERFECTO Varnish
FOR INSIDE & OUTSIDE APPLICATION
PRATT & LAMBERT INCORPORATED
NEW YORK & CHICAGO.

THIS VARNISH IS FOR GENERAL PURPOSES, AND IS MADE TO WORK EQUALLY AS WELL FOR INSIDE AND OUTSIDE USE. IT IS VERY DURABLE AND ELASTIC AND IS A REMARKABLY EASY WORKING VARNISH. IT IS AN EXCELLENT VARNISH FOR OUTSIDE DOORS, BOATS, CARRIAGES AND OTHER WORK WHERE A GOOD TOUGH VARNISH IS NECESSARY.

MAKERS FOR CANADA
The Cottingham Varnish Co. Ltd.
MONTREAL.

BISHOP ENG & PFG CO. MONTREAL

One Man's Experience

A hardware merchant who had a large stock of paints on hand bought a small bill of The Sherwin-Williams Paints, to find out what they were like. He intended to handle them entirely if they proved to be what is claimed for them. His idea was to get rid of his other stock before putting in a further supply.

When he got The Sherwin-Williams Paints, and sold some of them, he tells us his customers now won't take anything else, and he can't get rid of his old stock.

Who will doubt, after this, that the Canadian public appreciates quality?

The Walter H. Cottingham Co. Ltd.
The Sherwin-Williams Paints
MONTREAL

TRADE CHAT.

The Doherty Manufacturing Company, Sarnia, has secured the contract for supplying the valves for Petrolia's new waterworks.

Kempe gives the resistance of glass as about 20,700,000,000,000 times that of copper. He also gives the resistance of gutta-percha as 350,000,000,000,000,000,000,000. If any one has any doubt as to the correctness of these figures we recommend him to measure the thing for himself.

Hale & Booth, extensive lumber operators in Canada, propose to take fifty million feet of Canadian logs to the Saginaw River, which will be put on the market. Canadian logs are bringing from \$10 to \$14 a thousand on the river, when there is any sale for them.

It is rumored that the Canadian Pacific railway intends buying out the Kingston and Pembroke Railway, which is to be sold in a short time. It is said the trains will be run from Kingston to Eganville, making the A. & N. W. branch part of the K. & P. railway.

The Goodyear India Rubber Glove Manufacturing Co. and the Goodyear Metallic Rubber Shoe Co., both of Naugatuck, which collectively have capacity for the employment of 1,400 operatives, have closed down

for an indefinite time as the result of dull business.

Probably the smallest machine in Canada is that ridden by little four-year-old Ray Bouvier, of Toronto. It has a 19-inch frame, 16-inch wheel, $3\frac{3}{4}$ -inch crank, 38-inch gear, and is fitted with single tube tires weighing $13\frac{1}{2}$ ounces, and is only ten pounds in weight. The diminutive mount is valued at \$250, and is one of the most perfect models of a bicycle ever made.

Application has been gazetted for the incorporation of the Ontario Gold Mines Co., Ltd. The following are the stockholders: R. A. Demme, Detroit; T. J. Hurley, Brooklyn; G. N. King, Jersey City; Henry Weston, New York; E. Lt. George Ellis, Windsor; F. G. Corning, New York, and Henry Clay, Berlin. Its headquarters will be in Windsor and it will operate in Ontario.

The new system of electric traction by means of a power from a third rail was tested recently by officials of the New York, New Haven & Hartford Railroad at the Nantasket power station. It has been pretty definitely settled that the overhead system now in use on the Nantasket branch will be abandoned in favor of the third rail, the contracts having already been made for the

equipment of part of the line. The application from the car is not made by a wheel, as in the overhead system, but by a shoe which slides along the top of the rail. The rails are coupled together with copper bands, which take the place of fish plates on the ordinary rail and are bolted to the flanges, where they project over the blocks of wood.

A STORE INCIDENT.

An amusing incident occurred in an ironmonger's shop a few days ago, which may amuse our readers as much as it did those immediately on the scene. A country gentleman's servant stepped up to the counter and asked for a gallon of "communion oil." Now the only connection between things ecclesiastical and oil of which the assistant had any knowledge was the anointing oil used in consecration ceremonies, and that was not, within his experience at least, an article of commerce, so he asked again what was wanted. "My mistress told me to get communion oil," came the response, clearly enough. Then the assistant ran over the various oils of the ironmonger's field, colza, linseed, paraffin, cylinder, lard, and so on, but it was none of those, so he tried to solve the difficulty by asking what it was wanted for. "Not for communion surely?" "No, to put in lamps." "Well, is it petroleum oil?" And sure enough it was. "I knew," exclaimed the messenger, "it was something like 'communion' she said!"—Hardwareman.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

... Toronto



SIZE 1—Retail Price, 5 cents

August 21/96

Matchless Metal Polish

IS UNRIVALLED
FOR IMPARTING A



SIZE 1 A—Retail Price, 10 cents.

TRANSPARENT AND LASTING BRILLIANCY

TO ALL KINDS OF

Brass, Copper, Steel,
Tin, Bronze Metal and
all Bright-Metal Wares

Specially adapted for Cleaning
and Polishing Bicycles.

IT WILL CLEAN AND POLISH HOT
METAL WORK AS READILY
AS COLD METALS.

LIBERAL DISCOUNT

Packed, No. 1 and 1 A, $\frac{1}{2}$ gross boxes.
No. 2 . . . $\frac{1}{4}$ gross boxes.

DIRECTIONS—Take a little on soft cloth, rub hard, clean off, then rub with a dry clean cloth or chamois.

SIZE 2—Retail Price, 20 cents.

GRAHAM Cut and Wire Nails are the best.

H. S. HOWLAND, SONS & CO. - TORONTO

A WANDERER'S OBSERVATIONS.

BY SCOTT MCKERROW.

WALKING down one of the principal streets of Niagara Falls, N.Y., with a fellow-traveler recently I was attracted by a neat device for displaying painters' brushes, something that can be made up at little cost and which, with a little taste in the arrangement of the brushes, can be made very attractive. At a distance the display looks like a large porcupine, but on closer examination turns out to be a large sponge, from the holes of which sash tools, strippers and all styles of artists' brushes protrude. It must be seen to be appreciated.

The effect of the many and various colored lights of bicycle lanterns, as they flitted to and fro, struck me as being rather pretty, and at the same time their presence was the means of preventing their owners striking me more forcibly than elegantly. The carrying of these lanterns by bicyclists is the outcome of a bylaw, which is being enforced, both at the U. S. and Canadian sides of the "falls," and I think is a move in the right direction.

It is interesting to note the different lines of goods that are carried in connection with hardware. In most cases the sister lines of stoves and tinware are prevalent, and assimilate nicely, but often one sees hardware and crockery, and in several towns hardware and furniture. Dutton is one of the towns that have hardware and furniture associated; and I was pleased to note, when in the above town recently, that Mr. A. E. White had made an extension of 75 feet by 20 feet wide to his store, which already measures 75 x 20 feet, making in all a depth of 150 feet. The addition is used solely for displaying furniture, and as the floor is six feet above the store proper, it gives the extension, with its tastily arranged bedroom suites, etc., a fine appearance. The benefit of elevating the floor in this manner is more observable, when the cellar, whose floor descends three feet lower than the store proper, which extends the full length of the addition, is seen, as it makes it a high and roomy warehouse. The lessening of the difficulties of warehousing, as well as the increased space for the display of goods, will fully compensate Mr. White for his outlay and enterprise.

"Where is Mr. Stevely,?" I asked, on entering the establishment of W. Stevely & Sons, London. "Upstairs," was the reply; and I gently dropped my weighty grip, feeling that, as it was 90° in the shade, I was weight enough to drag upstairs. On arriving at the top, and mopping my heated brow before accepting the pleasant "Enter" that I heard in response to my knock. I en-

tered, and was soon comfortably seated in one of the easy chairs, and, looking around, saw that I was in a nice little office of 14 x 18 feet, recently built, with glass partitions separating it from the warehouse, the ceiling finished with metallic ceiling nicely painted. In one corner was a neat draughting table for use in contracts and job-work. "Comfortable?" I remarked, at the conclusion of my survey. Mr. Sam. Stevely smiled and said, "Yes, very, but you know Mac, life is short, and we must get as much good out of it as we can, but comfort is not alone considered. I need a place where I can work unhindered, on job work. Then, this is what we call our 'bond room,' (and Mr. Stevely pointed to a smaller office about 8 x 14 feet, which adjoined the one in which we were). We keep catalogues and price lists there, alphabetically arranged, as well as tools for special work. We have found this one of the hardest problems to solve, namely, keeping track of special tools. Men would take them out and not return them, and if lost, no one would be responsible for them, and continually buying tools cost us heavily. Now we keep them here, and when a workman wants a special tool, it is charged up against him, and he is responsible for it till he returns it, and if not returned he has to pay for it. In this way we find they come back all right. Having twenty-five men working for us this is the only way we can possibly keep track of our tools."

John Wilson, York St., Hamilton, who carries on an extensive stove and tinware business, has recently leased the store adjoining, which has formerly been occupied as a restaurant. Mr. Wilson has closed up the side door in his store and has had a plate glass front put in, covering both the window and door mentioned, and has had the door placed between the two windows. In the wall that divides the two stores three archways have been made, and both stores fitted up with all modern conveniences. In his old store Mr. Wilson was much cramped for space, and could not show off his goods to advantage; but with this increased floor space he will be in a position to show goods in a manner, and with the ease, that would gladden the heart of any salesman.

With a dry goods store on one side, with its rich silks and satins to display, and a jeweller's establishment on the other, with its diamonds and gems of art and delicate wonders in gold and silver, the sombre looking goods in a hardware store window do not show up to very great advantage. Nevertheless, Mr. Couse, with Marshall & Mason, Sarnia, succeeded admirably in making a pretty, yet simple, display in a window, in which nothing but lamps were

shown. From the ceiling were suspended three pretty hanging lamps, while in the centre an ordinary packing box, with two smaller ones at either side, were placed, over which some green stuff goods was gracefully spread, on which various styles of lamps were placed. Then, at each end a nail box was put under the cloth, so as to raise a lamp and break the monotonous flatness, the front and centre having various styles of lamps, making an effect which must be seen to be appreciated. But you can't dress a window by the rule of three, taste being one great requisite; yet very often a simple arrangement is more pleasing and attractive than a window dressed on a more elaborate scale.

STATISTICS OF STEEL PRODUCTION

FIGURES showing the production of iron or steel in Great Britain and the United States are always interesting, affording, as they do, a comparison between the two leading steel producing nations of the world.

Year.	UNITED STATES.		Open hearth		Total tons.
	Bessemer	Per cent.	Tons	Per cent.	
1886.....	2,268,190	91.2	218,973	8.8	2,488,163
1887.....	2,936,033	90.1	302,069	9.9	3,238,102
1888.....	2,511,161	88.9	314,318	11.1	2,825,479
1889.....	2,930,204	88.7	371,543	11.3	3,304,747
1890.....	3,688,871	87.8	513,232	12.2	4,202,103
1891.....	3,247,417	84.9	579,753	15.1	3,827,170
1892.....	4,168,435	86.2	669,889	13.8	4,838,324
1893.....	3,215,686	81.3	737,890	18.7	3,953,576
1894.....	3,571,313	82.0	784,936	18.0	4,356,249
1895.....	4,909,128	81.2	1,137,182	18.8	6,046,310

Year.	GREAT BRITAIN.		Open hearth		Total tons.
	Bessemer	Per cent.	Tons	Per cent.	
1886.....	1,570,520	69.3	694,150	30.7	2,264,670
1887.....	2,089,403	68.0	981,104	32.0	3,070,507
1888.....	2,032,794	61.1	1,292,742	38.9	3,325,536
1889.....	2,140,791	59.9	1,429,169	40.1	3,569,960
1890.....	2,014,843	56.3	1,564,200	43.7	3,579,043
1891.....	1,642,005	52.0	1,514,538	48.0	3,156,543
1892.....	1,500,810	51.4	1,418,830	48.6	2,919,640
1893.....	1,493,354	50.6	1,456,309	49.4	2,949,663
1894.....	1,535,384	49.4	1,575,318	50.6	3,110,702
1895.....	1,535,225	47.1	1,724,737	52.9	3,259,962

The Iron Age, commenting on the figures, says:

"The contrast between the position of the two countries in the steel trade in the year 1886 and in the year 1896 is certainly very startling. Ten years since Great Britain stood at the head with a production of 1,888,045 tons of Bessemer and open-hearth steel. We were a close second, with 1,652,806 tons. In the year 1896, ten years later, Great Britain has not even doubled, rising to only 3,259,962 tons of steel ingots. The United States, on the other hand, has rushed up to a total of 6,046,310 tons. Give us a good year in the rail trade and we shall come very close to putting on record the achievement of having made two tons of steel to every ton made in Great Britain."

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

THE TIRE CRAZE IN ENGLAND.

INTEREST in British financial circles in rubber tire companies has been by no means confined to the big Dunlop deal, followed by the organization of a \$25,000,000 corporation, though this instance of success was the starting point for what is most aptly called a "tire craze." Our London contemporary quotes a stock exchange man as saying that, if the tire industry consumed all the India rubber imported by the United Kingdom, there would not be enough rubber involved to make a dividend for the Dunlop Pneumatic Tire Co., Ltd., which would be a better point if tires were made wholly of India rubber. The duck used in the manufacture of tires alone costs no small item, while the labor employed is more than ordinarily skilled, and must be paid for accordingly.

The Dunlop Pneumatic Tire Co., Ltd., now controls about 200 patents, and naturally will make the most of the protection afforded by them, though Harvey du Cros is quoted as saying that the aim of the company is, by means of thorough organization and good management, to gain such a commanding position that they will continue to lead in the era of open competition. Their patents, by the way, are listed as representing an expenditure of \$301,946. The scope of the new company is not confined to mak-

ing tires for bicycles and other vehicles, but rims as well. Indeed, the prospectus enumerates, among other objects, that of carrying on "the business of India rubber manufacturers and makers of and dealers in articles of any description made or prepared of India rubber." The papers in the application for registry for the new Dunlop company differ from those in ordinary cases in that, whereas the signatory shareholders usually put their names down for one or only a few shares each, in the present case Harvey du Cros and Arthur Philip du Cros head the paper with \$1,000,000 worth of shares each.

The following is from The Illustrated London News, though doubtless from a financially-inspired source: "A little while ago the Dunlop tire had 85 per cent. of the trade, the most formidable competitors being the 'Clincher' and the Palmer. The syndicate that has given the £3,000,000 for the old company has paid another £1,000,000 for the 'Clincher' and Palmer and other rights, and now, practically speaking, the Dunlop only is on the track. So enormous is the demand that to the Coventry works alone each week are sent the component parts for 25,000 tires to be made up for England. Actually in one week they have made up as many as 21,000 tires." The paragraph happens not to be correct with

reference to the purchase of the Palmer tires by the Dunlop syndicate.

The latest report with regard to the Dunlop syndicate is that its interests on the Continent have been organized in a public company in Paris, with shares amounting to \$3,000,000.

London newspapers have been reaping a rich harvest from advertising new tire companies, among which is Scott's Standard Pneumatic Tire Co., Ltd., with \$1,250,000 capital, to sell the tires manufactured by Robert Scott. The advertisement reads in part: "Robert Scott was among the early patentees of pneumatic tires, and his patents are now the property of the Dunlop Pneumatic Tire Co., Ltd., but under certain reservations in his agreement he retained the right to make tires in accordance with his patents, free of any royalty. By virtue of certain other arrangements a license was granted to Mr. Scott, enabling him to manufacture under certain other patents possessed by his licensors, under very favorable terms." They print a certificate from a chartered accountant that the Scott concern has in hand orders for 162,000 tires and 21,000 tire-covers, on which the estimated profits will be \$319,800.

The £1 shares of the Grappler Tire Company, Ltd., have advanced to £4, while those of the Beeston Tire Company, Ltd.,

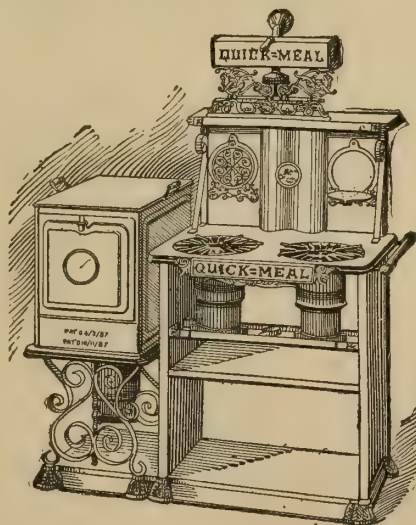
SEASONABLE GOODS

That you can't help turning over quickly because every body wants them, are

Quick Meal

Gasoline Stoves

They are famous and reliable, of simple and ingenious construction, absolutely safe and easy to manage. We have a full line of different sizes and styles, and the **prices are right.** Send for our catalogue for full details. You'll find them wonderfully "Quick Sellers."



OUR . . .

Oxford Gas Ranges

Are noted for their handsome appearance and strict mechanical perfection. Specially perfected Valves and Burners make them the popular gas stove everywhere.

DON'T TRY TO DO WITHOUT THESE LINES

Manufactured by

The GURNEY FOUNDRY CO. Ltd.

TORONTO

The GURNEY MASSEY CO. Ltd.

MONTREAL



ESTABLISHED 1860

INCORPORATED 1896

STOVE BOARDS

ELEGANT AND CRYSTALLIZED

Our Stove Boards are made in one piece, with seamless corners, beautifully lithographed designs in different colors that will not fade.

The Thos. Davidson Mfg. Co. Ltd.

Coal Hods, Fire Shovels, Elbows, Etc.

MONTREAL

which could have been bought two years ago at 3½d., cannot now be bought for £8. At least at a recent public dinner to introduce to the members of the House of Lords the merits of a horseless carriage promoted by Harry J. Lawson, chairman of the Beeston company, that gentleman intimated that they had refused an offer of £8 per share from the Dunlop interests.

The horseless carriage is also coming in for a share of attention, and the makers of tires are hoping for a new field for their industry in equipping these vehicles with rubber. The Mr. Lawson above mentioned has advertised an opportunity for the public to buy \$3,000,000 worth of shares in his Great Horseless Carriage Company, Ltd., whose assets consist in part of 76 patents which have been secured or applied for.—India Rubber World.

CRANKS AND GEARS.

A good deal of discussion has been going on as to the advantages to be derived from increasing the length of crank and concurrently raising the gear, and if next season should see any material alterations of design, it is likely that longer cranks and higher gears will be among them. At the same time, although we attach importance to the opinion of some of those who have spoken in favor of the change, and though we are

quite open to conviction on the point, it seems strange that the merits of long cranks and high gears should not have been recognized years ago, if it is a fact that our present standards are wrong. At all events, any departure in the direction indicated should be made with considerable caution, for, among other things, the lengthening of the crank enables the rider to place a greater strain on the crank itself, on the crank-axle, and on other parts, all of which must be proportionately strengthened. It also becomes necessary, with longer cranks, to raise the bottom bracket further from the ground. Of course the ideally perfect length of crank varies with the rider's reach, and it is not unlikely that more attention will be paid next season to suiting the requirements of tall and short riders in this respect. But as it would involve much extra trouble to proportion the length of crank exactly to every customer's length of leg, we would suggest that there should be only as many standard lengths of crank as heights of frame, and that each height of frame should have its appropriate length of crank fitted, unless specially ordered to the contrary.—Ironmonger.

EFFECT OF "BICYCLE BOOM" ON TRADE.

The New York correspondent of The Philadelphia Ledger writes to that paper that "there has been much discussion of late as

to the effect on other trades of the big boom in bicycles. The New York Journal of Commerce recently had a long editorial on the subject, and trade papers have generally discussed it. Recently The New York Journal devoted a page to the matter. It estimates the loss to the other trades at \$112,500,000 a year, and yet it leaves out of its calculation several items that might with reason have been incorporated in it. It has been generally known that the livery business and the carriage trade had been seriously hurt, but it has lately been made known that the demand for pianos, jewelry, watches and confectionery has fallen off materially. It is stated that less whiskey and lager are drunk, fewer cigars smoked, and fewer books are bought on account of bicycles. The theatres complain that they are obliged to close much earlier in the season because their patrons prefer wheeling to seeing plays. One way of arriving at the financial effect of the bicycle craze on a different basis than that of The Journal is to estimate this year's output of wheels at 1,000,000. As the average cost of wheels is about \$75, it follows that \$75,000,000 will be expended this year for wheels, and is thus diverted from other lines of trade. What is gain for the bicycle makers, Bradstreet's adds, is a clear loss to the other business men."

BOWMAN, KENNEDY & Co.

LONDON, ONT.

Binder Twine Binder Twine

.. OUR ..

Special Amber Shield Brand.

The best value of any twine on the market. Quantity limited. Send orders promptly.

DO YOU REQUIRE
LINSEED OIL - TURPENTINE

PRICES ARE LOW AND FAVORABLE

Sanderson Percy & Co. 61, 63 and 65 **Toronto**
 Adelaide St. West.

"JUST A LITTLE BETTER THAN THE BEST."

Another World's Record MADE ON A **McCREADY**

At the Island Track, Toronto

"Bobby" Thompson (amateur), on his McCready "Pink Flyer," made a half mile world's record, doing it in 56 seconds, being the fastest half mile ever ridden in amateur competition anywhere.

Ride the wheel that wins. Ride a McCready "Pink Flyer."

The R. A. McCREADY CO. Ltd., Temporary Premises 219-221 Yonge St., cor. Shuter and Yonge, **Toronto, Ont.**

How are you off for these?

SAUCE PANS (Iron) Tinned and Enamelled
 ROUND POTS (Iron) Tinned and Enamelled
 SCOTCH BOWLS Tinned and Enamelled
 MASLIN KETTLES

We are quoting low. Write for prices.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Aug. 14, 1896.

HARDWARE.

THERE is no perceptible increase in the volume of business in general hardware, but life is not entirely wanting in several lines. Demand for hay-baling wire made itself felt this week, and both cut and wire nails have exhibited some degree of life sufficient to be considered satisfactory for the season. A distinct change for the better is felt in the demand for horseshoes. Screws have moved to a considerable extent, while demand for brass and copper wire is steadily maintained. Carriage bolts and iron and copper rivets have also received a fair share of attention. Demand for binder twine and cordage has been confined to small lots, and shelf goods generally have furnished a fair degree of activity.

PLAIN WIRE—A moderate demand for hay-baling wire has been the new feature of the week. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—There is no change in this line. We quote as follows: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per

cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT. NAILS—There has been some enquiry for cut nails, but not of an extensive character. We quote \$2.75 f.o.b. Montreal.

WIRE NAILS—There is a moderate business passing. We quote discounts 70 and 10 f.o.b. Montreal for Quebec, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—Demand for these has ruled quieter this week. Discount remains at 50 per cent.

HORSESHOES—There has been a distinct improvement in the enquiry for horseshoes this week. We quote: Iron, \$3.50, and steel \$4.75 to \$5.75.

PRESSED SPIKES—Fair enquiry, with discounts 30 to 35 per cent.

SCREWS—There is a good demand for screws. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

TACKS—A fair jobbing enquiry is noted.

BRASS AND COPPER WIRE—The demand is steadily maintained, especially for copper wire. Discounts 12½ per cent.

CARRIAGE BOLTS—There is a fairly good demand for these. Discount 60 per cent.

IRON RIVETS—Business continues fairly good. Discounts now are: 60 and 10 on

stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Enquiry for these is of a similar character to the above. Discount 50 per cent.

BINDER TWINE—Small lots are being taken, the aggregate volume of which is quite considerable. Nett spot price is 6¼ to 7¼c. as to brand.

ROPE—There has been a fair enquiry since the decline. We quote: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ to 8¾c. for 7-16 and upwards.

BELTING—Business is fairly maintained. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Business is of a hand-to-mouth character, but orders show a tendency to increase.

SPORTING GOODS—Business in these is commencing to be felt, though it is still of a moderate character.

APPLE PARERS—The demand for these is maintained from \$5 per dozen up.

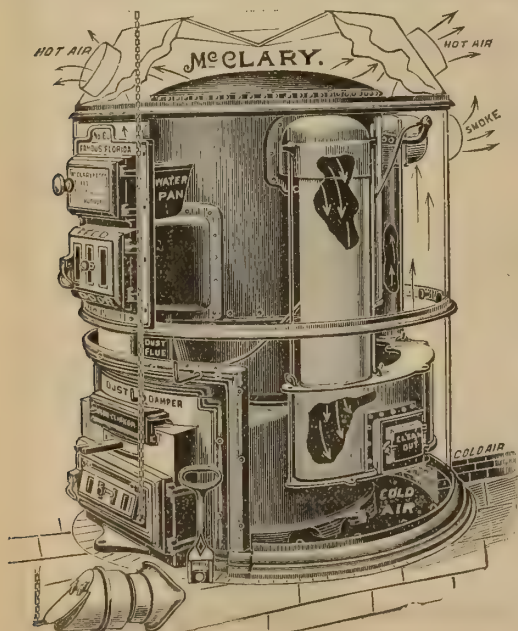
CHAIN—Motionless.

ICE CREAM FREEZERS—The enquiry for these is maintained. We quote \$1.40 to \$7, as to size.

CHURNS—A moderate demand is experienced. Discount is unchanged, 70 off the list.

CLOTHES WRINGERS—There is no change. We quote \$26.50 to \$27.

TOOLS—Small sorting orders for harvest



The "Famous Florida" Coal Furnaces

Our idea of a steel dome furnace with down draft steel pipes to a low steel radiator, has proven most successful. An immense radiating surface has been secured economically, obtaining all heat units. Note by cut the distance of heat travel. This year in Nos. 40, 50, and 60 we will give option of flat or revolving grates. Every user and dealer satisfied.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. Clothes Lines and Semaphore Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

PENNY WISE.

The old saying "Penny Wise and Pound Foolish" is especially true in purchasing horse nails. Don't take any risk when you can avoid it by buying the old standard "C" Brand, which has stood the test for over 30 years, and to-day has no superior in quality of material and superiority of design. Every nail is perfect and ready for immediate use. Ask for the "C" brand and insist on being supplied with them. The cost is the same as for other brands. Our name is on each box.

CANADA HORSE NAIL CO.
Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

tools are the feature of the demand this week.

AXES—Continue as before: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5 50 per doz.

BUILDING PAPER—There is a moderate enquiry for this line. Prices are still far from settled. We quote: Plain, 30 to 35c.; tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—There is no change in cement. We quote: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—Quiet at \$16 to \$22 per 1,000 as to brand.

METALS.

There is little change in the heavy iron or metal market.

PIG IRON—There is little new to report in pig iron. We quote: Summerlee and equal brands, \$19 to \$19.50. Carron, \$19.50, and domestic pig, \$16.50 to \$17.50, according to grade.

BAR IRON—Business in bar iron is confined to actual wants. We quote \$1.55 to \$1.60.

HOOPS AND BANDS—There is a small jobbing demand for both at \$2.30.

SHEET STEEL—Without much change, at \$2.50 to \$2.75.

SHEET IRON—Black sheets have moved in a small way on the basis of \$2.60 to \$2.75.

TINNED IRON—Demand nil and prices rather lower, but we still quote \$5.75 up to 24 gauge.

LEAD PIPE—Some demand for this is noted. We quote: 7 to 7½c., with 30 per cent. off.

PIG LEAD—There have been some orders for pig lead, but general demand is slack. We quote \$3.25.

GALVANIZED IRON—Business is of a quiet character. Values remain much the same. We quote: Queen's Head, \$4.25 to \$4.50, and Lion brand, \$5.25 to \$5.50.

INGOT TIN—Demand is quiet at 16½c.

INGOT COPPER—Almost motionless, while prices are unchanged at 12 to 13½c., according to quantity.

SHEET COPPER—There is no change in sheathing copper, which we quote at 16c.

IRON PIPE—Dull and unchanged at 50 to 70 and 10 per cent. off the list.

CANADA PLATES—Business is slow in Canada plate and prices are unchanged at \$2.25 to \$2.30.

TIN PLATES—There have been some import orders placed, but stocks in many cases are considered sufficient. Jobbing demand is not brisk. We quote: Cokes, \$2.75, and charcoal \$3 to \$3.25.

TERNE PLATES—There is little change in

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

terne plates. Prices, however, are firmly held at \$5.75 to \$6.25.

SOLDER—Without change, at 11 ½ to 13c.

SHEET ZINC—Dull and featureless, at 5 to 5 ½c.

SPELTER—A few small lots have been taken for special wants at \$4.50. General enquiry is nil.

ANTIMONY—Without life or alteration at 10c.

GLASS.

There is a moderate demand for window glass in a small way and prices are unchanged. We quote: \$1.30 for first break, \$1.40 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

A very slight improvement in business in this department may be reported since last week, while prices remain practically with out change.

WHITE LEAD—In light demand. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—The same as last week. We quote: Pure, 4c. in casks, and 4 ¼c. in kegs; No. 1, 3 ¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—In moderate request at current quotations.

LINSEED OIL—Stocks are large, and it is possible that in the case of round lots last week's prices might be shaded a trifle. We quote 48c. for raw and 50 for boiled, Montreal terms.

TURPENTINE—Without change at 39c., less 3 per cent. 30 days.

SHELLAC—Dull. Pure orange, \$2; white, \$2.25.

CASTOR OIL—As it was last week, at 7 ½ to 8c., according to quantity.

NAVAL STORES—Dull but steady. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4 ½ to 5 ½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Dull, with little business doing. We quote: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17 ½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7 ½ to 8 ¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

There is no change in petroleum. We quote: Canadian refined, in car lots, 15 ½c., 20 barrels 16c., smaller quantities, 16 ½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities;

Acme water white, 20 ½c. in car lots, and 21 ½c. in small lots; Pratt's astral, 22 ½c. in car lots, and 23 ½c. in small quantities.

HIDES.

There has been a decline of ½c. in hides, which are freely offered to a slow demand at 3 ½ to 5 ½c., as to grade.

ASHES.

Continue quiet and unchanged. We quote: Firsts, \$3.30 to \$3.40; seconds, \$3.05, and pearls, \$4.50 to \$4.60 per 100 lbs.

MONTREAL NOTES.

The price of green hides has been cut by operators in this market ½c. per lb. on all grades.

An increasing demand for smokeless powder is reported from Ontario by the different selling agents.

Lewis Bros. & Co. are just turning into stock a large shipment of "new issue S.S. powder." Quotations sent on application.

The arrivals of cement this week comprise 2,600 casks English and 1,100 casks Belgian. Stocks here in importers' hands at the moment are considered pretty ample.

The W. H. Cottingham Co.'s travelers are now in off the road. Their Manitoba man states that the firm has had great success in introducing the Sherwin-Williams paints in the Northwest.

The Booth bait set gun is a line of goods that is finding a good market this fall. Full descriptions regarding it and its manner of use can be had on application to Lewis Bros. & Co., 30 St. Sulpice street, Montreal.

ONTARIO MARKETS.

TORONTO, Aug. 14, 1896.

HARDWARE.

NO marked changes have taken place during the week under review. The volume of business is, however, if anything, a little larger than it was a week ago. At the same time, business is not in any other but its usual quiet mid-summer condition. The slight improvement noted is in general shelf hardware. Fence wire of all kinds remains much about as before. If anything, the demand for wire nails is a little better than it was. Horseshoes and horse nails are still in good request. One of the features of trade is an improvement in sporting goods, the season having opened up. Clothes wringers exhibit a little more activity than they did a week ago. The trade is beginning to book orders for fall specialties in tinware. Payments are fairly satisfactory.

ORDINARY FENCE WIRE—The movement is still slow. Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate

does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Trade is naturally at a standstill. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—A slight improvement is to be noted, although the volume of business is still light. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67 ½ per cent.

CUT NAILS—If anything a slight improvement is also to be noted. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are going out freely at the discount of 50 per cent.

HORSESHOES—The improvement noted last week has been maintained. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

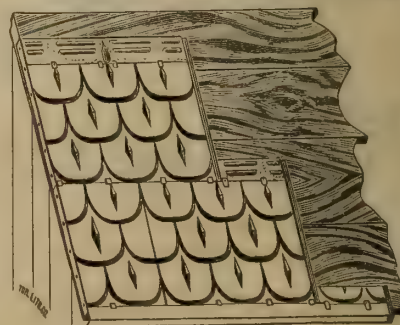
SCREWS—Business is moderate. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77 ½, 10 and 5; and round head, brass, 72 ½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Business is quiet at the unchanged discount of 10 to 12 ½ per cent.

CARRIAGE BOLTS—Business is good at unchanged prices. Discount 60 per cent.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

RIVETS AND BURRS—Trade is active. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

BINDER TWINE—A few orders are still being received, but principally from northern points. The season is nearly over. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. Rebate of ½c. per lb. on 50 ton lots.

ROPE—Trade is moderate only. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—Trade keeps fair. We quote discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—A fair trade is being done in table and pocket cutlery in a sorting-up way.

SPORTING GOODS—The season's trade is beginning to open up. Orders for cartridges are coming in freely and a good many guns are going out.

APPLE PARERS—Continue in good demand. Ruling prices are from \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—Trade is a little more active than it was, particularly in earthenware baths and closets.

ICE CREAM FREEZERS—The demand keeps firm for the season at from \$1.40 to \$7, according to capacity.

CHURNS—There is not much doing. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Are being called for a little better than they were a week ago. For small lots \$26.50 to \$27 is still the idea.

HARVEST TOOLS—Orders are still coming in for small lots, but trade for the season is about over.

GARDEN HOSE—Business remains moderate. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—Trade this week exhibits a falling off. The following quotations are for small quantities: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs.

TINWARE—Orders for such fall specialties as stove pipes, elbows, stove boards, coal hods, dampers, etc., are being booked.

METALS.

The metal market remains in much about the same position as a week ago.

PIG IRON—The market is dull and weak. At the furnaces in the Pittsburgh district,

EMBOSSED STEEL CEILINGS

ARE PERMANENT, DURABLE
FIREPROOF, ORNAMENTAL

Will not stain, crack, nor fall off. A ceiling that is not a sham; real panels, real decorations, real mouldings, not painted ones—made of steel, not crumbling plaster nor inflammable wood.

YOU can make money handling these goods.



Quality and Fit
Unequalled

METALLIC ROOFING CO., LTD., *Manufacturers* **TORONTO**
King St. West, Cor. Dufferin

wages have been reduced from 11½ to 15 per cent., the rate being now down to where it was in May, 1895.

BAR IRON—Dull. Base price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Both these lines are moving freely, especially the former. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—The demand is scarcely as good as it was a week ago. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Trade remains much as before, fair orders being received. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—A number of enquiries have been received both for case lots and smaller quantities. The demand is principally for the lighter gauges. We quote as follows: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7¾c. per lb.

GALVANIZED IRON—Trade, while quiet, appears to be a little better than it was a week ago. We quote "Queen's Head or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¼c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less.

LEAD PIPE—The improvement noted last week continues, the demand being steady. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

SOIL PIPE—There is not much doing. The discount is 60 and 5 per cent.

PIG LEAD—Business is a little quieter than it was. We still quote: 3¼ to 3½c.

INGOT TIN—Business shows a little more activity. We quote 16 to 16½c. for small quantities.

INGOT COPPER—Enquiries are a little more numerous. We quote 12½ to 13c.

SHEATHING COPPER—The demand is principally for small lots. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Orders are coming in regularly for fair quantities of iron pipe, and galvanized pipe is also moving freely. We quote as follows: English, ¼, 60 and 10 per cent.; ¾ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 67½ per cent.; ¾ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is quiet and prices unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—A good many range boilers are still going out. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—Shipments from stock are more numerous, although quantities are not very large. We quote: All dull, \$2.30; half-polished, \$2.25 to \$2.35; all bright, \$3.25.

TIN PLATES—In the better grades trade has been more active during the past week, while in the cheaper grades the experience has been of the opposite. Prices are being fairly well maintained. We quote: Charcoal, I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Very little doing. Ruling quotations are: Quarter inch, 4¾c.; ¾

inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

TERNE PLATES—Inactive. We quote: I C, \$6.25; I X, \$7.50.

ZINC SPELTER—Quiet and unchanged at 4½ to 4¾c., according to quality.

SHEET ZINC—Trade this week is better than for some time past. We quote 5c. for cask lots and 5¼c. for small lots.

ANTIMONY—A few orders have been received, but in general trade is quiet.

OLD MATERIAL.

Trade is quiet and prices unchanged. We quote: Agricultural scrap, 47½ to 50c per cwt.; machinery cast, 45 to 50c. per cwt; stove cast scrap, 27½ to 32½c; No. 1 wrought scrap, 40 to 45c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7½c. per lb (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7 to 7½c; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c. scrap lead, 2c.; zinc, 1¾ to 2c; scrap rubber, 3¼ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs.

GLASS.

The demand for window glass is fair, but prices, while firm in the primary market, are locally unsettled on account of the cutting that is going on. A great many enquiries are reported for plate glass, although not much business is being done yet. Trade in fancy glass is moderate in character. We quote window glass: \$1.15 to \$1.25 for first break in 50-foot boxes, and \$2.20 to \$2.40 in 100-foot boxes.

PAINTS AND OILS.

Business is without feature, except it be that quietness reigns all round. Prices are without change, and payments are fairly good. Turpentine is a little firmer in the Savannah.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, 4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c.; drums, 14 to 14½c.; 1-lb. packages, 15½c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 50c.; ditto, 5 to 9 barrels, 49c.; boiled, 1 to 4 barrels, 53c.; ditto, 5 to 9 barrels, 52c.; freight allowed; in less quantities than barrels, 5c.

per gallon extra will be added and packages charged for. Prices in Toronto are 2c. per gallon less than above quotations.

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7½c. per lb. and 8 to 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1.85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are unchanged, with cured quoted at 6¾ to 7c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 40c. and pelts at 25c.

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

TALLOW—Unchanged at 3¼ to 4c. for rendered and 1¼ for rough.

PETROLEUM.

Business continues much about the same as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES

Turpentine is a little firmer in the south.

Castor oil is a little cheaper in the primary markets, but it still costs over 7c. to lay down in Toronto in large lots.

The James Robertson Co., Ltd., are experiencing an unusually brisk demand for plumbers' supplies.

The Hobbs Hardware Co., London, report an extraordinary demand for their "Rocking Table" and "Daisy" apple parers; also for E. C. smokeless powder.

The Gurney Foundry Co., Ltd., of Toronto, is sending out circulars to dealers throughout the country inviting those who may visit the Industrial Exhibition to make the firm's offices their headquarters while they are in the Queen City.

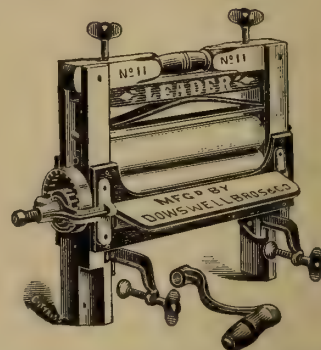
P. D. Dods & Co., manufacturers of paints, etc., Montreal, have opened a branch at 100-102 Bay street, Toronto. The firm's business in western Ontario is increasing to such an extent that it has been compelled to take this step, in order to ensure a more prompt delivery of goods.

H. S. Howland, Sons & Co. have just to hand a shipment of poultry netting. "Prices

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

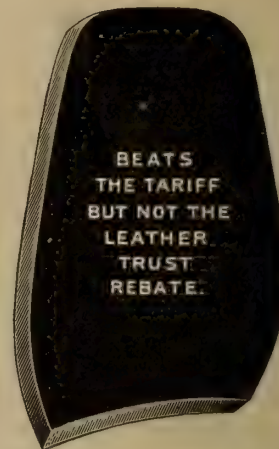
Hardware and Metal, Toronto



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

in England have advanced considerably," remarked a representative, "and figures next season will be a good deal higher. Now is a good time for dealers to buy who can afford to do so."

Sanderson Percy & Co. have secured the contract for supplying the plate glass for the McKendry building, Yonge street, Toronto, recently partially destroyed by fire. The building is four storeys high, and the whole front will be equipped with plate glass, some 1,500 square feet being required for the purpose.

UNITED STATES MARKETS.

NEW YORK, Aug. 14, 1896.

PIG TIN—The weakish undertone that developed yesterday was rather more pronounced, under the influence of continued slowness of trade and somewhat unfavorable tenor of London advices. As for operations, there is nothing to note outside of fair jobbing business with out-of-town dealers and hand-to-mouth purchases, of moderate volume, by consumers. Speculation in this quarter remains inanimate. Prices were without quotable change, about 13.40 to 13.45c. f.o.b., having been the range for 5-ton lots on the spot, while September and later delivery on 'Change contracts were 0.10c. less. There were arrivals here of 75 tons, making a total of 465 tons thus far this month.

COPPER—Values are momentarily somewhat uncertain and rather weak. Lake Superior ingot is openly offered at 11c. for prompt and near future delivery, and surface indications are that purchases in a large way can be made at a fraction less. Electrolytic can be secured quite as easily at 10¾c., while 10¼c. to 10½c. is the range on casting stock in round lots. Business in all varieties of metal continues slow and demand is quite the reverse of free.

PIG LEAD—General trade conditions are quite as unenviable as they have been at any time of late. There is no improvement in the demand, at all events, and the buying is still on conservative lines of the most pronounced type. In a small way, 2.80c. is realized, but 2.75c. seems to be top price for common domestic in round lots, and about 300 tons have been sold thereat the

past few days. London cable quoted £10 18s. 9d. for soft Spanish.

SPELTER—Orders come in slowly and are chiefly for small lots of metal for prompt delivery. Very little interest is manifested in forward shipments. The latter would not realize over 3.85c. if that much, and for single carloads, spot delivery, over 3.90c. is now the exception.

ANTIMONY—The market remains quiet, and prices are without change. Regulus quoted at 7¾c. for Cookson's, 6¾c. for Hallett's and 6½c. for Japanese, from store.

TIN PLATE—Small business and slow demand are still generally reported, with prices about as they have been for some time past, and fairly firm in the absence of freer offerings.

IRON AND STEEL—All branches of the market remain in a quiet condition, business being no better, and the general demand slack. Prices are without important change, and generally rather weak.

THE GOLD MOVEMENT TO CANADA.

THERE were withdrawals of \$250,000 in gold from the sub-treasury yesterday for shipment to Canada. Ever since the formation of the sterling exchange syndicate to prevent shipments of gold to Europe withdrawals for Canada have been of daily occurrence, and the idea has gained considerable ground that these withdrawals by Canadian bankers have not been legitimate. In some instances it has been charged that the gold thus withdrawn has not been shipped at all, but has been furnished to local brokers for the purpose of making a small profit on sales to hoarders.

In order to get a statement of the actual conditions of the gold movement to Canada Mr. B. E. Walker, general manager of the Canadian Bank of Commerce, and who is making a short visit to New York, was questioned yesterday at the office of Laird & Gray, the New York agents of the bank, 16 Exchange Place. Mr. Walker summed up the situation as follows:

"The Canadian banks that have branches in the United States have quite as large an interest in the finances and welfare of this

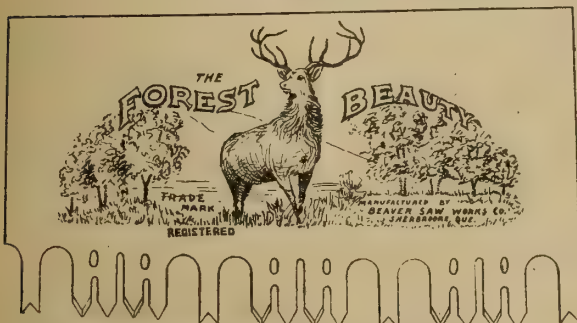
country as the average American banker. They have not, as far as I know, shipped gold to Canada from a dread of future complications or fear as to the present situation; but it is well to understand their business necessities at times. Nearly half of the products exported from Canada are sold in the United States. The purchase price of these, sooner or later, appears as the credit of a Canadian bank at its New York agency. Ordinarily the Canadian bank supplies the exporter in Canada with exchange on London through their New York agency, and thus enables the Canadian people to pay England for her imports by the money arising from Canadian exports to the United States. But if such operations do not precisely balance themselves, as is frequently the case, the difference, if in favor of Canada, must result in the shipment of gold from the United States to Canada. Any shipments made by Canadian banks having branches in this country, I am satisfied, have arisen solely from this cause. In the aggregate they amount to but a few millions of dollars and represent a very trifling percentage upon the volume of trading and financial operations between Canada and the United States. I think the American people may rely upon Canadian banks having branches here exercising quite as much courage in the present situation as do other banking institutions here."

The representative of another large Dominion bank said: "The gold withdrawn for Canada has actually gone to Canada. It has gone in the natural course of trade to settle trade balances. I believe, however, that the demand in this direction will soon terminate."—N.Y. Journal of Commerce.

HE RODE A "PINK FLYER."

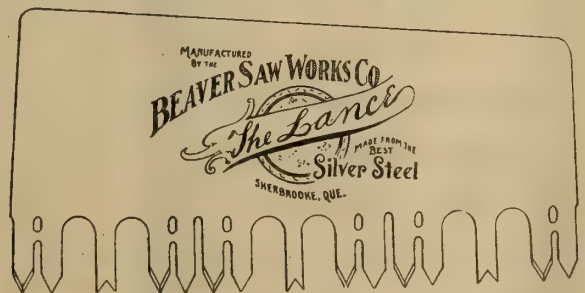
"Bobby" Thompson, of the West Association B.C., on a McCready "Pink Flyer," in a match race with Lou. Bounsall at the Island track on August 4, '96, rode the first heat of a half mile in 56 seconds. The halt was the fastest ever ridden in competition in Canada, and the fastest ever ridden in amateur competition anywhere, breaking the world's record of 1.01. He rode a McCready "Pink Flyer."

THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality, workmanship and finish.

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

WRITE FOR PRICES

PRACTICAL PUBLICITY.

By Nath'l C. Fowler, Jr.

Black's Hat Store,**44 BLANK ST.,
WHITEVILLE.**

All Styles of
Hats and Caps.
Prices Lower Than the Lowest.
Style and Fit Guaranteed.
We Want Your Trade.

**BLACK'S HAT STORE,
44 BLANK ST., - WHITEVILLE.**

The above advertisement is neither much better nor much worse than the average announcement of those who sell goods for men, and expect men to read them. Most men, and all women, read advertisements. All men, and some women, say they don't read advertisements. Everybody reads advertisements. Very few read many advertisements. Most folks read advertisements with the eye, without brain accompaniment. Advertisements must be so simple that the understanding isn't obliged to exert itself to understand. There would be no objection to filling an advertisement full of solidly set matter if a bill could be introduced into the legislature, and passed, compelling all buyers to read all advertisements. So long as the buyer remains a free agent, just so long will he read the brief and simple advertisement, and not read the advertisement that requires time and study. It makes little difference what the advertiser thinks. It makes a great difference what the reader thinks. The advertisement pleasing to the advertiser is frequently unprofitable to him. As the advertiser wants the buyer more than the buyer wants him, he must make an effort to get the buyer. He must adapt his advertising to the buyer's taste, to the buyer's understanding, and to the buyer's time, and the shorter he makes the advertisement, the more buyers will read it. Better have a short advertisement read by ten men than a long advertisement read by one man, particularly as that one man is likely to be a man without money, who reads advertisements for recreative purposes.

Here's Your**HAT**

**We have too
many hats--we
want money
more than hats.**

Black's Hat Store,**44 Blank St., Whiteville**

PERSONAL MENTION.

MR. P. HOWLAND, of H. S. Howland, Sons & Co., Toronto, is with his family holidaying in Cheboygan, Mich.

Mr. Peter McMichael, of the James Robertson Co., Toronto, is holidaying in Muskoka.

Mr. W. E. Booth, secretary-treasurer of the Booth Steel-Clad Bath Co., Detroit, is in Toronto this week.

W. T. Mullett, hardware merchant, Queen street east, Toronto, has returned from a three weeks' visit to Montreal.

Mr. T. B. Alcock, secretary of the Gurney Foundry Co., Toronto, is away holidaying. He will visit, among other places, Montreal, Boston and New York.

Mr. W. M. Langton, hardwareman, Nanaimo, B.C., lost by death in Chicago a few days ago his eldest brother, who was formerly with him in his store at Nanaimo.

Mr. Charles E. Warnock, one of Sander-son Percy & Co's representatives, is attending the convention this week of the Ontario Hardwaremen's Association, being held in Palmerston, Ont.

Mr. Fred Somerville, manager of the plumbing department of the Ontario Lead and Barb Wire Co., Toronto, is again attending to business after a holiday extending over three weeks.

Mr. G. M. Rogers, H. S. Howland, Sons & Co.'s northern representative, is in the warehouse getting his samples into shape after enjoying a holiday in the neighborhood of Perth. His customers may expect some exciting fish stories when he again appears among them.

HALIFAX TRADE GOSSIP.

THE great gas works at Halifax, which are being erected by M. H. Whitney and other large American capitalists, will be in operation about September. These works are an experiment and on their success depends the great gas enterprise of Massachusetts, in which Mr. Whitney and his associates are interested. It is to demonstrate the use of Cape Breton coal in the manufacture of cheap gas for illuminating and heating purposes and to save the by-products. Its success, therefore, means considerable for the Cape Breton mines.

Several miles of pipe have been laid through the Halifax streets, and a small army of men are engaged at the works at the North-west Arm. The Truro Foundry and Machine Company have a contract to supply considerable of the plant, such as retorts, mains, tees and valves, and consequently considerable activity is noted at the Truro company's works. This company is a very enterprising one, and is giving employment to a large number of men in the enterprising town of Truro. It is also engaged at present in the construction of a lot of machinery for the Brookfield gold mines at Caledonia. This machinery is for the purpose of extracting gold from quartz by a new process, or, more strictly speaking, to save the "tailings."

The Master Plumbers' Association of Halifax held a special meeting on Tuesday evening of last week, at which the delegates to Montreal gave an account of the con-

vention. **HARDWARE AND METAL'S** account of the proceedings was read for the benefit of the members, and the enterprise of that journal in publishing valuable information concerning the trade favorably commented upon. The delegates spoke in the highest terms of the treatment extended to them in Montreal.

There is likely to be some trouble over the awarding of the city contract for hardware, as will be seen from the following, which is taken from the City Council proceedings of Tuesday last:

Ald. Musgrave said that he had a little matter to bring to the attention of the Council. It was in reference to the tender awarded Black Bros. by the Works Department for hardware. He said that after the tenders were in in April of this year Messrs. H. H. Fuller & Co. supplied some articles to the Works Department, and the person who went to their establishment for the articles informed them that their tender was the lowest. On the 30th April the contract was awarded Black Bros. Ald. Geldert contended, and read the opinion of R. L. Borden, to the same effect, that the contract could not be awarded without the sanction of the Council. This had not been done. The contract was awarded by the mayor. He interviewed the mayor, who informed him that the tender of Black Bros. was the lowest. Ald. Musgrave said that at the time the contract was awarded a list of the articles required, with the contract price, was posted in the Board of Works office. He secured a copy of this, and on comparing it with the tender of Black Bros. and that of H. H. Fuller & Co., found that the latter was the lowest. Later on he found that the list had been replaced by another one, which would make it appear that Black Bros.' tender was the lowest. He also informed the Council that the accounts of Black Bros. for goods furnished up to this time had been called in and amended so as to agree with the new list. He went to Clerk of Works Riley and asked to see the bills. Mr. Riley refused to show them. He then went to the auditor, who showed him the vouchers. He asked the auditor if he had the bills and he said not, but that he would go to Mr. Riley and get them. The auditor went to Mr. Riley, and returned to Ald. Musgrave with the statement that Mr. Riley refused point blank to let him see them. This, the alderman thought, was a serious matter in itself. If the auditor is not to see the accounts how is he to audit them? He wished the Council to appoint a committee to investigate the matter. A committee was thereupon appointed, consisting of Ald. Musgrave, Redden, Hamilton, Ryan, McFatridge, Foster and Mosher.

It may here be stated that the mayor is authorized to sign contracts for supplies not exceeding \$500. Ald. Musgrave contends that the present contract will amount to about \$5,000. No amount is stated in the contract. A list of the articles likely to be required is furnished and on this the tenderer figures. The engineer says that this year it may be \$100 and it may be more, and that as no amount is stated the mayor acted within his rights in signing the contract. The engineer also claims that the investigation will show that Black Bros.' tender was the lowest, although the mayor was not bound to accept the lowest or any tender.

STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN

PATENTED DEC., 1895.

Manufactured in four
sizes by . . .
**LIGHTEST
STRONGEST
BEST and
CHEAPEST**

IN THE MARKET.

The B. Greening Wire Co. Ltd., Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.



THE EXPENSE ACCOUNT.

A MERCHANT writes as follows in Iron Age: It occurs to me that there is too much restraint put upon the expense account of the ordinary everyday retail hardware business. Now, I understand this is a bold statement, and that at first thought it seems decidedly "out of whack," as it were, with the precepts of good business. However, business is being conducted differently each year and new ideas are winning in the race for success. You will find the stores that are the most successful at present are those that are up to date. Modern buildings, fine fixtures, beautiful signs, the best of everything, in fact, and printer's ink spread everywhere—but more particularly in the best newspapers. In other words, the expense account has been given a little freedom and the proprietor is reaping additional profits. The expense account has become a healthy

adjunct to the business instead of an eyesore and a sickly member of the great business family.

Department stores, jewelery stores and many other places of business during the past ten years have been making inroads into the hardware business, because they have made such places better places for the ladies especially to trade, and advertised the fact boldly and fearlessly. Let the hardwareman fix up his household goods and kitchen goods in neat and attractive style and cater to the trade by the best known means at his command and he will have no cause to regret his efforts. If your store and town is large enough put a man at the head of a department arranged especially to look after the household goods which are so profitable. Insist upon neatness and that the clerks should be courteous and patient, for the majority of your customers will be ladies, and their trade is to be had as much by

neatness and polite attention as by prices and quality, though all these virtues should be combined. Then advertise. Trim up your windows with notes and prices on the goods. Enlarge your expense account, let it grow, and the profits will come back to you in a measure that will surprise you.

One of the best known advertising writers recently said that 5 per cent. should be spent in advertising a retail business. Not 5 per cent. of the profits, but 5 per cent. on the total sales. Sit down and figure what that would mean to you in your business and you'll say to yourself that it is too large an amount to spend for advertising. If you have a business of, say, \$20,000 a year, and are making probably \$2,000 per year net above your expenses, you say at once that to spend one half of your net profits in advertising is folly. Remember, however, that \$20,000 represents, say, your last year's business, and by spending \$1,000 in adver-

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

tising you can increase it to \$30,000, then how would your profits show? Your \$30,000 business can be done with very little additional running expenses and your \$2,000 net profits would no doubt increase to \$3,000 above all expenses for advertising, etc. This volume of business once gained can be held and increased by proper attention, but don't fail to let your expense account grow with your business; at the same time be sure and have it grow for the proper improvement of your facilities.

Personally, I spend about 3 per cent. for advertising, and so far I find that my business grows as fast as I can properly care for the increase. There may be a time when I shall spend 5 per cent. in advertising, but it will be when I feel sure that I can do justice to the largely increased trade that is bound to come from such advertising.

Reader, if you have the facilities and capital to do more business, why don't you try to get the business? Fix up your store and stock, advertise liberally, all you can afford, but do it persistently and earnestly for a year. Others have succeeded in this way, why shouldn't you? I am making a success on these lines with only fair opportunities in a general way. My store is the remark of my customers, that it is one of the neatest stores of the kind they have ever seen. My store fixtures cost me about \$400. Not much, but it's the goods that make the store look fine. All bright and neatly arranged. No dust. Windows changed often. Building covered with good-looking signs and an air of freshness all around. My friends, this counts, and if you could see the small quarters on the off side of the street where I shall do \$50,000 worth of business this year you would take perhaps a little more "stock" in some of my ideas as expressed above. Scrub your floors. Wash the dirt off your counters. Paint over the bad places about and on the ceiling, and raise the tone of your store. The day has gone by when a hardware store can be run profitably as most of them have been run in the past. With modern up-to-date hardware stores in our larger towns we shall hear less of the competition from department and other stores.

SOMETHING NEW.

Lewis Bros. & Co., of Montreal, have put on this market an ingenious spring gun. The "Booth Bait Set Gun," is very simply arranged. It is made to suit all sizes of cartridges according to the kind of game. Traps are better than nothing, but anyone who has set a trap and found it broken, will appreciate a first-class set gun which will not fail to secure the game.



LARGEST { Production
Variety
Stock
Demand

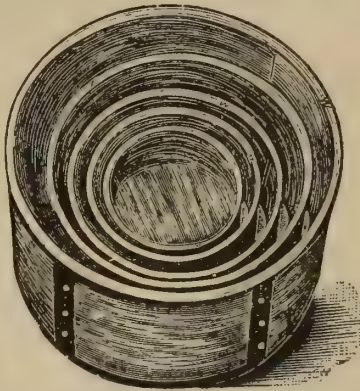
THE
Globe File Mfg. Co.
PORT HOPE, ONT.

Manufacturers of

Files AND Rasps

Write for
Prices

WARRANTED

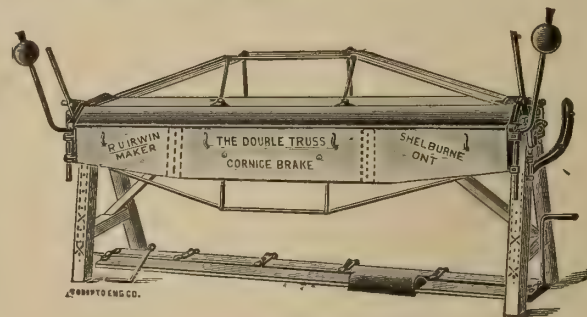


Measures Nested

My measures are the best on the market to-day. They are made from first-class material, well dried and well ironed. All measures inspected.

A. ROOT, - LYN, Ont.

I make a specialty of the above goods and will replace any found defective in material or workmanship.

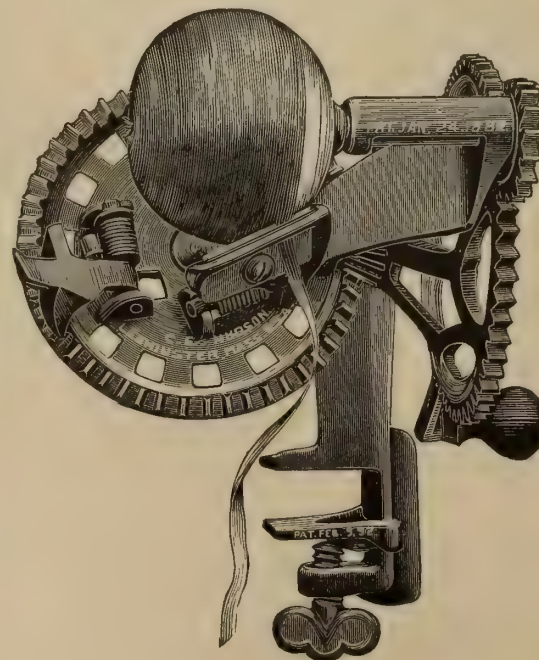


Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO

Shelburne, Ont.



Apple Parers

Hudson's Genuine.

"ROCKING TABLE"

PARERS

Hudson's Genuine.

"DAISY"

Parers, Corers
And Slicers

Orders filled promptly, and at right prices.

Hobbs Hardware Co.

LONDON, ONT.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

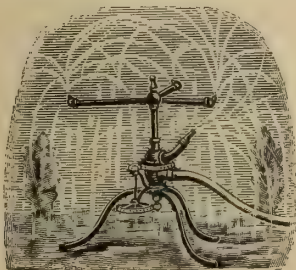
Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.



Price
\$5.00 list

Sole Agents and Manufacturers

GARTH & CO. .. Montreal

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated
++

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address
The Peoples Building and Loan Association
Molson Bank Buildings, LONDON, ONT.

PRODUCTION OF FULLER'S EARTH.

IN directing attention to the new sources of supply and uses for Fuller's earth, David T. Day, of the U.S. Geological Survey, says:

"The most remarkable evidence of the ability of the United States to respond quickly to an extended demand has been the adaptation of the clay, 'Fuller's earth,' in the place of animal charcoal, as a filtering medium for oils and other substances. No sooner did the demand for the imported article (which has been used in this country for years for the ordinary purposes of Fuller's earth) increase to any extent than large deposits were immediately discovered, and put into service in this country. The main source of supply thus far has been Gadsden County, Fla., in the neighborhood of Quincy. Two companies are already engaged in the active production of this clay, notwithstanding the fact that it has been in use hardly more than a year. Their output was 6,900 tons in 1895. It is a case of replacement of one substance for another, so that refiners, in practically discarding animal charcoal, have decreased its market value fully a third within a year. Further deposits of this material are known in Southern Georgia as a northern extension of the deposits in Gadsden County, and indications of its presence are already sufficient to make it probable that comparatively enormous quantities will soon be produced, keeping this substance in the class of minerals of which there is a large oversupply."

NON-PUNCTURE TIRES.

Mr. H. N. Grove, of Walsall, has patented an invention for the protection of the air tubes of pneumatic tires. The main idea of the invention is the fixture of a sheath-like arrangement of metal discs upon a rubber lining. The discs being vulcanised into the rubber, form a flexible but absolutely puncture-proof sheath. If inserted between the rubber-covered canvas and the inner air tube of a Dunlop tire it would not offer sufficient resistance to damage the outer covering when passing over a sharp-edged stone, while it would adequately protect the air chamber from the slightest danger of puncture. Mr. Grove is luckier than most inventors, for he has, we understand, had several handsome offers for his patent.—Hardwareman.

JUST THE THING FOR THE KITCHEN

Do you know a man who has tried to seed raisins? If so, you know a man who wants a raisin seeder of some kind. The X-Ray raisin seeder is a compact instrument, made to clamp on the table. It removes the seeds by simply turning a handle. Send for a catalogue to Lewis Bros., Montreal.

Dennis Barrow, of Amherstburg, has been committed on a charge of attempting to defraud his creditors by transferring certain property to his wife when he became insolvent.

Cutlery

H. BOKER & CO.



In large varieties.

Pen Knives, also Scissors and Razors.

CAVERHILL, LEARMONT & CO.
MONTREAL

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS

Bar Iron and Steel.



Axe and Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.
ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.
NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

MOST of the master plumbers and steam-fitters in Toronto report business much better this week. It is chiefly, however, in steam-heating work, the season for which is now beginning, to set in. A good deal of figuring is going on, and it is to be hoped it will result in a good deal of work.

Jobbers in plumbers' supplies are experiencing a slight re-awakening of trade, while some of them are positively busy, especially in such lines as earthenware, closets and baths. "We have never, since we have been in the plumbing supply business been so busy," declared the representative of one firm.

Worthington, Garratt & Armstrong have been awarded the contract for the heating, plumbing and gas-fitting of the John Eaton & Co's departmental store building on Yonge street. This firm is also supplying the heating plant for the dwelling of Thos. Crawford, M.P.P.

SELL MORE COAL STOVES.

A careful investigation of the amount of trade brought in by the sale of stoves would be surprising to the man who does tinning, plumbing, steam-fitting and general jobbing, remarks Metal Worker. There is no better way to secure the odd jobs of people than to make their acquaintance through the sale of a parlor or kitchen stove. The whole family are impressed with the transaction and the dealer assumes a prominence in their minds that is never forgotten, and all the new ware for the kitchen is likely to be bought from his shop, and any roofing, leader, plumbing and heating jobs that may be needed done by him. The sale of a coal stove through the competition in trade does not bring in as much direct profit as it once did, but leads to greater trade than the sale of other goods that are more conspicuously displayed, and which require more time and better salesmanship to dispose of. The coal stove and its equipments comprise a varied line of goods and afford an opportunity for no little ingenuity in display to attract attention. They are familiar goods, and when shown with taste are a welcome sight, and create an insatiable desire for them that will lead to their purchase.

Now is the time for the dealer to be studying how many changes he can ring in on the display of his heating and cooking stoves and their appliances. A window full of coal hods and fire shovels would attract during the first cool spell. A side wall of a window covered with pipe collars is likely to attract attention, if accompanied with the

explanation that stoves are supplied for pipe-holes of all kinds, and that a bright border improves the draft as well as the appearance. If this brings the people in to enquire the inside display must be arranged attractively and the salesman must not let it pass unnoticed. Teach your assistants how to sell and make coal stoves more prominent than they have been, for the new fuels have by no means superseded coal as yet.

AN ASSOCIATION WORKER.

The accompanying cut is from a photograph of Mr. E. C. Mount, Montreal. Mr. Mount is an active association man, and at



present is a member of the Executive Committee for the Province of Quebec of the recently formed National Master Plumbers' Association of Canada.

THEY ARE MAKING ENAMELLED BATHS.

Standing in the show-room of the Booth Steel-Clad Bath Co., is a new enamelled bath. It is the first of the kind which this firm has made, and it is a creditable sample. The company is going to make the manufacture of enamelled baths a feature of its business. With this object in view, a special and costly plant has been put in and an expert to superintend the work of making these baths has been brought out from England. The Steel-Clad Bath Co. purpose supplying the trade with enamel baths at prices below those ruling for the American article.

TRAPS AND WHAT IS KNOWN OF THEM.

There are a great many kinds of traps in use to-day and they are not all designed for the same purpose, writes S. A. Heins, in Plumbers' Trade Journal. A gentleman remarked yesterday that he knew of no bet-

ter choice for his daughters than to catch a handsome plumber. So beware lest some of these fair ones have traps set for you and you be compelled to pay for a carriage or a plate of ice cream.

I will proceed to consider traps in the plumbing business. Some of the plumbers have said that when we extend the soil pipe full size through the roof with an inlet for fresh air on the line of the house drain we establish a circulation of fresh air. I think, in addition to this, by placing a proper trap on the house drain outside the fresh air inlet we not only protect the house from the sewer air in the sewer, but provide for a circulation of purer air than without this trap. We will not wait here to answer objections to the use of this trap by some. There is one, however, that the soil pipe should be a ventilation for the sewer, but not proper to ventilate the sewer through the house in that way.

There is nothing more important than the proper use of traps in the plumbing business, as they are used to prevent sewer air from entering our homes. I would advise all who are having plumbing done in their homes to employ a competent and reliable man to see that the traps are properly placed and of the proper construction, and not allow a half size lead trap for a bath tub, as I have seen, but compel all plumbers to use the proper size trap and set easy to access without tearing up the flooring or breaking the ceiling.

The owner ought never to kick when the plumber presents his bill for his services, for it is much cheaper to pay the plumbers' bills to prevent sickness than to pay the doctors' bills to cure.

A man in the plumbing business to-day in order to be successful must be familiar with the sanitary appliances and the laws of sanitation, and there are so many journals on these subjects before the plumber that there is no excuse for the man in this business not being familiar with these modern methods and appliances in use to-day. I consider it absolutely necessary that the master plumber give the sanitary part of his business his special attention as well as in seeing that the proverbial plumbers' bill is made out properly. The necessity of traps being all self-

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory **9 Jordan St., TORONTO, CANADA**

cleansing and having a proper seal, being properly placed and that each fixture have a separate trap, is a matter with which the plumbers are all familiar.

The great question of securing traps against the losing of their water seal by syphonage, back pressure, momentum, capillary attraction or evaporation is a very important one, and is demanding the attention of the ablest minds. There are some non-syphon traps made and used to-day, and their manufacturers claim that they are perfect safeguards against sewer air without the necessity of back venting, and I have no doubt some of these at least can be used safely under certain circumstances. The most of our plumbing ordinances require that all traps shall be properly ventilated, and this is the best means to prevent their being emptied by syphonage.

The traps in cellar drains where there is danger of their losing their water seal by evaporation on account of impregnant use are receiving a good deal of thought, and valve traps are being recommended for this purpose. There are also a number of grease traps in use to-day and they are beneficial when properly set and properly cared for. I would say here that while the necessity of having proper traps and having them properly set in connection with plumbing is very important, the person using these traps in a system of plumbing should use care and judgment. You never heard of a man putting in a line of machinery and turning it loose to run itself and then finding fault with the machinery or machinist who put it up because he did not get the desired results? But you often hear a man say that the job of plumbing put in his house is worthless and does not work right because the sink trap will not carry off all the rags, potato skins, and in fact all the garbage which accumulates in the kitchen of a careless cook, or the trap on the house drain stopped up when there was nothing in it to interfere with its working properly but an old pair of rubber boots, and that he won't pay your bill until you make this job work better and guarantee that he will never have any trouble with it.

PLUMBING TRADE NOTES.

Edward Morgan, plumber, Ottawa, has assigned to W. A. Cole, Ottawa.

Ovide Vezina has been registered proprietor of the plumbing firm of Martin & Vezina.

The factory of the Booth Steel-Clad Bath Co. is pushed to its full capacity; in fact, the demand can scarcely be kept up with. The firm is making arrangements for exhibiting at the Industrial Fair.

DISHONESTY IN BUSINESS.

THERE is a good deal of rank dishonesty in business that passes for enterprise and business necessity, says Minneapolis Commercial Bulletin. The fact is, there is no difference between it and highway robbery, so far as the moral and ethical principle involved is concerned. The social life of the people is adulterated with this species of dishonesty, and, generally speaking, there is little of common honesty among men. There is a great deal of the honesty that would not waylay a fellow and rob him on the highway, but there is much less of the honesty that would not waylay a fellow in one's place of business and rob him by selling him goods under misrepresentation that will not bear the light of day. What is the difference?

There is no difference in principle; there is a difference in method. The violation of moral principle is as great in one instance as in the other, and perhaps it is greater in the case of the man who misrepresents his goods for the purpose of gaining custom. Our mercantile life is pitched on a low plane when we can buy silks worth \$1.25 a yard for 69 cents. And this is what the merchants are telling us can be done, when, as a plain matter of common sense, we all know that it cannot be done, and is not done.

I was in a store in this city not long ago and overheard the floor-walker say to his

salesman: "We only sold about 100 of them to-day; if I had put a bankrupt-sale card on them I think we would have sold 1,500; I shall put one on to-morrow." In other words, here is a store that permits the wholesale misrepresentation of goods. I saw myself a stock placarded as if bought in another city, when I knew that not one article in it was ever in that city. What is the moral result of a school of trade like this? Every clerk in it is taught to misrepresent, and of these people we are making future business men and women. Is this a trivial matter? On the other hand, it is a very serious matter.

MANCHESTER SHIP CANAL.

The traffic on the Manchester Ship Canal keeps steadily on the up-grade. Some significant figures have been quoted by The Manchester City News, which shows gratifying progress. The canal has now been working two years and a half. If we take the five half-years, we find the tonnage work out as follows:

	Tons.
First half-year	262,000
Second half-year	425,000
Third half-year	481,000
Fourth half-year	605,000
Fifth half-year	668,000

That gives monthly averages of:

	Tons.	Increase. per cent.
1894	57,000	
1895	90,000	58
1896 (six months)	111,000	23½

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

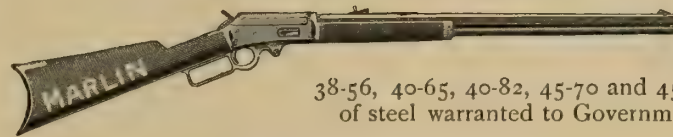
Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

MARLIN MODEL 1895 REPEATERS

40 AND 45 CALIBRES

For
Sale
by
Trade



38-56, 40-65, 40-82, 45-70 and 45-90. Made of steel warranted to Government tests.

Write for catalogue to

The Marlin Fire Arms Co., New Haven, Conn., U.S.A

Boeckh's

BRUSHES

AND

BROOMS



BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JAMES A. MURPHY, general merchant, Conway, P. E. I., has assigned, and the estate is advertised to be sold by tender.

John W. Rutherford, tinware, etc., Embro, has assigned to J. J. Foot.

Mrs. Ellen Turgeon, general store, Sherbrooke, Que., has assigned.

Ingraham & McLean, general merchants, Sydney, N. S., have assigned.

Joshua Woodland, sr., general merchant, has assigned to C. B. Armstrong.

Arthur Thiboutot, general store, St. Helene, Que., is offering to compromise.

John Wade, general merchant, Grenville, Ont.; John M. Hains has been appointed curator.

McDonnell & Darragh, general merchants, Lancaster, have assigned to J. P. Langley, Toronto.

T. Dubreuil has been appointed curator of the estate of J. C. Brunet, hardware, Montreal.

Riddell & Common have been appointed curators of the estate of R. Donaldson & Sons, machinists, Montreal.

CHANGES.

The Winnipeg Rubber Co. has been incorporated.

Geo. K. Van, saw mill, Springhill, Que., has added general stock.

Alex. McDonald, general merchant, Nyanza, N.S., has sold out.

The Pacific Coast Cement Co., Vancouver, has been incorporated.

H. Olivier is starting a hardware store at St. Gabriel de Brandon, Que.

James E. Annand, general merchant, Musquodoboit Harbor, N.S., has sold out.

The Victoria Iron Works Co., Victoria, have been sold to the Albion Iron Works Co.

Elizabeth Stewart, general merchant, Angus, Ont., has been succeeded by T. A. Stewart.

Magee & Thompson, harness and lumber, Sinaluta, N.W.T., have added hardware department.

The business of the estate of James Gleeson, hardware, St. John's, Newfoundland, is being wound up.

The Essex Brass & Iron Co., of London, Ltd., is applying for permission to change its name to The London Brass Works Co., Ltd.

Archibald Lefebvre, blacksmith, Cookshire, Que., has sold out, and C. A. Hurd has started a blacksmith shop in the same place.

PARTNERSHIPS FORMED AND DISSOLVED.

Taylor & Crow, hardware, Welland, have dissolved. J. H. Crow continues.

Baird & Saddler, general merchants, Perth, N.B., are said to have dissolved.

Titus & Son, hardware, Napinka, N.W.T., are dissolving. Samuel Titus continues.

G. F. Foss and James Davis have registered a partnership in Sherbrooke, Que., to carry on business as bicycle repairers under the style of Foss & Davis.

SALES MADE AND PENDING.

The immovable assets of Desrosiers & Co., foundry, Louiseville, have been sold.

The assets of R. Donaldson & Sons, machinists, Montreal, are advertised for sale by tender.

DEATHS.

W. Hickey, blacksmith, Athens, Ont., is dead.

MINUTE WORKMANSHIP.

IN the twentieth year of Queen Elizabeth, says an English contemporary, a blacksmith named Mark Scalot made a lock consisting of 11 pieces of iron, steel and brass, all of which, together with the key to it, weighed but one grain of gold, consisting of 43 links, and having fastened this to the before mentioned lock and key, he put the chain round about the neck of a flea, which drew them all with ease. All these together, chain and flea, weighed only one grain and a half.

Oswaldus Northingerus, who was more famous even than Scalot for his minute contrivances, is said to have made 1,600 dishes of turned ivory, all perfect and complete in every part, yet so small, thin and slender, and all of them were included at once in a cup turned out of a peppercorn of the common size. Johannes Shad, of Mitelbeach, carried this wonderful work with him to Rome, and showed it to Pope Paul V., who saw and counted them all by the help of a pair of spectacles. They were so little as to be almost invisible to the eye.

Johannes Ferrarius, a Jesuit, had in his possession cannons of wood, with their carriages, wheels and other military furniture, all of which were also contained in a peppercorn of the ordinary size.

An artist named Claudius Gallus made for Hippolytus d'Este, Cardinal of Ferrara, representations of sundry birds setting on the tops of trees, which, by hydraulic art, and secret conveyance of water through the trunks and branches of the trees, were made to sing and clap their wings, but at the sudden appearance of an owl out of a bush of the same artifice, they immediately became all mute and silent.

Dr. Oliver gives an account of a cherry-stone on which were carved 124 heads, so

distinctly that the naked eye could distinguish those belonging to popes and kings by their mitres and crowns. A Nuremburg top maker inclosed in a cherrystone, which was exhibited at the French Crystal Palace, a plan of Sebastopol, a railway station, and the "Messiah" of Klopstock.

Myrmecide wrought out of ivory a chariot with four wheels, and as many horses, in so little room that a small fly might cover them all with her wings.

Peter Bayle, a clerk of chancery in the time of Queen Elizabeth, once wrote the Lord's Prayer, the creed, the commandments, two prayers, and his own name and office, in addition to the year, month, and day of the Queen's reign, in characters so small as to be enclosed "in the head of a ring," which ring was afterward accepted by the Queen, and was worn on the august finger.

We have Pliny's statement that in his time there existed a copy of Homer's "Iliad" small enough to go into a nutshell, and a German, Professor Schreiber, produced only a few years back, by the stereographic process, a copy of the German translation, extending to 600 pages, of both "Iliad" and the "Odyssey," so small that a nutshell held the whole comfortably.

Blaiklock Brothers

**Customs Brokers,
Forwarders, Warehousemen.**

Correspondence
Solicited

41 COMMON ST.
... MONTREAL

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

THEILE & QUACK'S**WIRE FENCING PLIERS**

ARE THE BEST



LAMPLOUGH & McNAUGHTON

MONTREAL.

WILLIAM HILL327 St. James Street, **MONTREAL**

Has just received ex steamer Montevidean, from London, a shipment of Brandram Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND**PORTLAND CEMENT**Guaranteed equal to the best imported.
Orders respectfully solicited.

Address— **Owen Sound Portland Cement Co.**
Or— **Shallow Lake, Ont.,**
John Lucas, 377 Spadina Ave., Toronto



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents **Trade Marks**
Etc. MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

ISLAND CITY**Floor Paint . .**

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

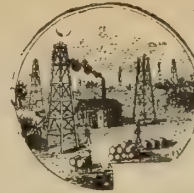
Montreal**McLEOD & HENRY Co****FIRE BRICK****TROY, N.Y.****"SHARKS" AND SHAREHOLDERS.**

OF late much dissatisfaction has been expressed publicly and privately regarding the methods adopted by certain mining companies. It would appear that many of the corporations which do business in this province are organized under the laws of various states across the border. Perhaps the most objectionable feature of the laws under which the companies referred to are formed is that the directors or trustees for the time being seem to have the power to dispose of the whole assets of the company, not only without the assent, but in defiance of the wishes, of the shareholders. In the hands of unscrupulous men there is actually no limit to the frauds that may, under these circumstances, be perpetrated on the innocent holders of shares. In a recent notorious case it seems that the whole asset of a company, a mine, was sold to a friend of the directors at a figure far below that which could have been obtained from outside parties, the object being, of course, that the directors should collusively acquire a valuable property at a quarter, say, of its value, and then reap a large profit for themselves, leaving the debts to be distributed among the victimized shareholders.

It is difficult to understand how transactions of this nature could be upheld by the courts of any country, however callous to unprincipled methods. But it is a poor consolation to the holder of a few shares in Rossland to know that if he institutes expensive legal proceedings in Spokane he may get a declaration as to his rights which it will cost him more to enforce than his claim is worth.

As matters stand now, we are informed that only the barest formalities are required to enable a company formed in any part of the United States to carry on business in British Columbia. This is not as it should be. While The Province is, on principle, opposed to anything which tends to restrict trade, yet at the same time the public interest must be served. It is not at all unreasonable to require that foreign companies which propose to do business here should at least give some guarantee that they are more or less responsible, and that they are incorporated under laws which do not confer authority on the governing body to swindle the public in the most unblushing manner.

To refer to our own company laws. It is a matter of general comment that they are in a very chaotic condition and in urgent need of consolidation and revision. It seems to us that there is ample work for our Attorney-General to do here at this critical time instead of paying a protracted visit to England at our expense.—The Province, Victoria, B.C.

**VanTuyl & Fairbank****Petrolia, Ont.**

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.****WEST TROY, N.Y.**

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris****BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIC IRON**MONTREAL.****BRAND "C.I.F." THREE RIVERS**

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

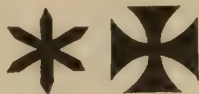
Managing Director and Treasurer

**"JARDINE"****TAPS AND DIES**

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Any one wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,**HESPELER, ONT.**

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Aug. 14, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits " " 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes 85 00
I.X., " 6 25
I.X.X., " 7 50
J.R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P.D. Grades—
I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.X. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 00
NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C., 20x28, 112 sheets 6 25
I.X., Terne Tin 7 50
I.X., Orion 7 50

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs }
14x60, " } 0 06 0 06½
14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½ 0 07
28 " 0 07½ 0 07½
Allendale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Base Price.
Common Bar, per 100 lbs 1 70
Refined " 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 20 2 30
Hoop " 2 30 2 40
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50 2 55
Tire Ste " 3 00 3 25
Machinery " 0 10 0 14
Cast Steel, per lb. 0 10½ 0 11
Russian Sheet, per lb. 2 00 2 25
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½ 0 07½
2 " 0 07½ 0 08½
2½ " 0 08½ 0 11
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35

¾ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier..... 2 50 2 70
18 to 20 gauge..... 2 25 2 50
22 to 24 "..... 2 30 2 50
26 "..... 2 40 2 60
28 "..... 2 50 2 60

Canada Plates.

All dull, 52 sheets..... 2 30
Half polished..... 2 25 2 35
All bright..... 3 00

Iron Pipe.

Wrought, ¼, ⅜, ½, 67½ p.c.; ¾ to 1 in. 70 p.c.;
1¼ to 1½ in. 70 and 5 p.c.; 2 to 2½ in. 70
and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in case lots:
Per 100 lbs.
16 gauge..... 4½
18 to 20 gauge..... 3¾
22 to 24 "..... 3¾
26 "..... 4¾
28 "..... 4¾
NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" 1½ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" 5/8 " " 2 85
" ¾ " " 2 75
Trace, per doz. pairs..... 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards..... 0 13 0 50
Jack chain, double, per doz. yards..... 0 15
Jack chain, brass, single, per doz. yards..... 0 20 10

Copper.

Ingot.
English B.S., ton lots..... 0 13
Lake Superior..... 0 11½ 0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. 0 20 0 22
" round and square 1 to 2 inches..... 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes..... 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 26 0 27
Braziers. (In sheets.) 0 17
4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 15½
" 35 to 45 " " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb..... 0 21
Spun, per lb..... 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 23 0 26
From 20 gauge up..... 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge, 0 20 0 22
" 27 to 30 " 0 21 0 23
" 30 and up..... 0 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb..... 0 04½ 0 04¾
Domestic "..... 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks..... 0 04¾
Part casks..... 0 05

Lead.

Imported Pig, per lb..... 0 03¾ 0 03½
Domestic, per lb..... 0 03
Bar, 1 lb..... 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll..... 0 04 0 04½
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Soldier.

Per lb. Pe
Bar half-and-half..... 0 12½ 0 13
Standard..... 0 11½ 0 12
Wire..... 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb..... 0 09
Other makes, per lb..... 0 08

Anti-Friction Metal.

Per lb.
"Beaver" brand..... \$0 20

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons..... \$4 75 5 00
No. 1 do..... 4 50
No. 2 do..... 4 25
No. 3 do..... 4 00
Brandram Bros. Genuine..... 6 00
" Decorative..... 5 75
" No. 1..... 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James' genuine..... 5 75
No..... 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon..... 1 00 1 25
Second qualities, per gallon..... 0 90
Barn (in bbls.)..... 0 70 0 90
Sherwin-Williams..... 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb..... 0 07
Chrome Yellow..... 0 11
Golden Ochre..... 0 06
French..... 0 05
Marine Black..... 0 09
" Green..... 0 09
Chrome..... 0 08
French Imperial Green..... 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls. per cwt..... 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt..... 2 75
Yellow Ochre (Royal), per cwt..... 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb.....
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
do. aw..... 0 09
Drop Black, pure..... 0 09
Chrome Yellows, pure..... 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre..... 0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal..... 0 69
Extra "..... 0 90
Brown Japan "..... 0 65
Brown Japan, Turpentine, p.g..... 0 85
No. 1 Carriage, per gal..... 1 30
Gold Size Japan, " 1 00 1 20
Pure Orange Shellac..... 1 95 2 00
Hard Oil Finish..... 1 30
Oil Shellac..... 1 40
White Shellac..... 2 25

Linseed Oil.

Raw, per gal..... 0 49 0 50
Boiled, per gal..... 0 52 0 53
Freight allowed. Price 2c. less Toronto

Turpentine.

5 to 9 barrels..... 0 39
1 to 4 "..... 0 40
Freight allowed. Price 2c. less Toronto

Castor Oil.

In cases, per lb..... 0 07½
Small lots..... 0 08 0 08½

Cod Oil

Cod Oil, per gal..... 0 50 0 51

Glue.

(In bbls.)

Common..... 0 07¾ 0 08
French Medal..... 0 10 0 10½
Cabinet, sheet..... 0 11 0 12
White, extra..... 0 16 0 18
Gelatine..... 0 20 0 30
Strip..... 0 16 0 18
Coopers..... 0 19 0 20
Al clear..... 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B.B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dia. 45 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags..... 1 00
Best thick brown or grey felt wads, in ½ lb. bags..... 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges..... 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge..... 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge..... 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges..... 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge..... 0 25
Thin card wads, in boxes of 1,000 each 8 gauge..... 0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—
 11 and smaller gauge Pe M,
 9 and 10 gauges 0 75
 7 and 8 gauges 0 90
 5 and 6 gauges 1 10
 Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
 11 and smaller gauge 1 15
 9 and 10 gauges 1 65
 7 and 8 gauges 1 90
 5 and 6 gauges 1 90

Anvils.

Per lb. 0 10 0 12½
 Anvil and Vice combined, each 4 50
 Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
 Wilkinson & Co.'s Vices, lb. 0 09½ 0 10

Augers.

Gilmour's, discount 50 per cent.
 Hollow Stearn's, per dozen 13 00 20 00
 Adjustable Stearn's, each 5 50 6 50
 Post-hole, Vaughan's, each 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled, per gross 3 60 7 30
 Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
 " Sewing, per gross, }

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 3 30

AXES.

Splitting Axes 5 25 5 50
 Chopping Axes—
 Black Prince 7 25 7 50
 Forest Clipper 7 25 7 50
 Lance 8 50 9 00
 Mann's 8 00 8 25
 Maple Leaf 9 50 10 00
 Hand Made 7 50 7 75
 Climax 8 00 8 25
 Phantom 8 25 8 50

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
 Copper, discount, 50 per cent. off revised list.
 Steel clad, 20 per cent. discount.

Bells.**Hand.**

Brass, 65 to 66½ per cent.
 Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargent's 5 50 8 00
 " Peterboro', discount 50 per cent.

Cow.

American make, discount 55 per cent.
 Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
 Moulders, per doz. 7 50 10 00
 Blacksmiths', discount 65 per cent.

Belting.

Extra, 40 to 40 and 10 per cent.
 No. 1, leather, discount 55 to 55 and 10 p.c.
 Standard, 45 to 45, 10 and 10 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.
 Excelsior, discount 60 per cent.
 Rockford Common, 65 to 65 and 5 per cent.
 " Perfection, 50 and 10 per cent.
 Jennings' Gen., net list to 5 p.c. discount.

Car.

Gilmour's, 47½ to 50 per cent.
 Expansive.

Gimlet.

Clark's, per doz 0 65 0 90
 Diamond, Shell, per doz 1 00 1 50
 Nail and Spike per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
 Mascot, " 1 35 1 85
 Erminie, " 1 12 1 20

Blind and Bed Staples.

sizes, per lb 0 11 0 15

Bolts.

Carriage, dis. 60 p.c. off new list.
 Tire, dis., 60 per cent.

Stove, dis., 60 per cent.
 Elevator, dis., 35 to 40 per cent.
 Machine, dis., 55 and 5 p.c. off new list.
 Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

e, with augers, each... 5 00 7 50

Braces.

Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets.**Shelf.**

Japanned Canadian, per doz. pairs 0 50 3 40
 Berlin Bronze Canadian 0 85 3 20

Boilers.

Light, dis. 65 to 67½ per cent.
 Reversible, dis., 65 to 67½ per cent.
 Vegetable, per doz., dis. 37½ per cent.
 Henis, No. 8, " 6 00
 Henis, No. 9, " 7 00
 Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 4 23

Butts.**Brass.**

Wrought Brass, dis., 75 and 10 per cent.
 Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.
 Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
 Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
 Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
 Bullards, per doz 6 50

Carpet Sweepers.

Bissell, per doz 22 50
 World, " 21 75
 Daisy, " 24 00
 Star 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
 Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
 Thorold, " 1 10
 Queenstown, " 1 10
 Napanee, " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
 White lump, per cwt 0 60 0 65
 Red 0 05 0 06
 Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
 Canadian, dis. 35 to 40 per cent.
 Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.

Clamps.

Judds', dis. 20 per cent.
 Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Rox 3 60 13 00
 Side 3 60 4 00
 Enterprise, No. 0 1 35
 " No. 2 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

nadian dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
 Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
 Coil, per doz 0 88 1 60
 English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
 Canadian dis. 25 to 35 per cent.

Drills.**Hand and Breast.**

Millar Falls, per doz 16 00 51 50
 P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
 standard, dis. 17½ to 50 per cent.

ELBOWS.**Stovepipe.**

doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0
 Wine, per doz 1 30 2 25
 Star, " 2 80 3 90
 Fenn's Corkstops, No. 2, per dozen 1 70
 Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Black Diamond, 50 and 10 to 60 per cent.
 Kearney & Foote, 60 and 10 per cent.
 Nicholson File Co., 50 and 10 per cent.
 Heller's Horse Rasps, 45 per cent.
 Jovitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.
 Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
 Enterprise, dis. 10 per cent.
 Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.
 Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Double Diamond, Per 100 ft. 4 45 4 55 4 65 4 75 4 85 4 95 5 05 5 15 5 25 5 35 5 45 5 55 5 65 5 75 5 85 5 95 6 05 6 15 6 25 6 35 6 45 6 55 7 05 7 15 7 25 7 35 7 45 7 55 7 65 7 75 7 85 7 95 8 05 8 15 8 25 8 35 8 45 8 55 8 65 8 75 8 85 8 95 9 05 9 15 9 25 9 35 9 45 9 55 10 05 10 15 10 25 10 35 10 45 10 55 11 05 11 15 11 25 11 35 11 45 11 55 12 05 12 15 12 25 12 35 12 45 12 55 13 05 13 15 13 25 13 35 13 45 13 55 14 05 14 15 14 25 14 35 14 45 14 55 15 05 15 15 15 25 15 35 15 45 15 55 16 05 16 15 16 25 16 35 16 45 16 55 17 05 17 15 17 25 17 35 17 45 17 55 18 05 18 15 18 25 18 35 18 45 18 55 19 05 19 15 19 25 19 35 19 45 19 55 20 05 20 15 20 25 20 35 20 45 20 55 21 05 21 15 21 25 21 35 21 45 21 55 22 05 22 15 22 25 22 35 22 45 22 55 23 05 23 15 23 25 23 35 23 45 23 55 24 05 24 15 24 25 24 35 24 45 24 55 25 05 25 15 25 25 25 35 25 45 25 55 26 05 26 15 26 25 26 35 26 45 26 55 27 05 27 15 27 25 27 35 27 45 27 55 28 05 28 15 28 25 28 35 28 45 28 55 29 05 29 15 29 25 29 35 29 45 29 55 30 05 30 15 30 25 30 35 30 45 30 55 31 05 31 15 31 25 31 35 31 45 31 55 32 05 32 15 32 25 32 35 32 45 32 55 33 05 33 15 33 25 33 35 33 45 33 55 34 05 34 15 34 25 34 35 34 45 34 55 35 05 35 15 35 25 35 35 35 45 35 55 36 05 36 15 36 25 36 35 36 45 36 55 37 05 37 15 37 25 37 35 37 45 37 55 38 05 38 15 38 25 38 35 38 45 38 55 39 05 39 15 39 25 39 35 39 45 39 55 40 05 40 15 40 25 40 35 40 45 40 55 41 05 41 15 41 25 41 35 41 45 41 55 42 05 42 15 42 25 42 35 42 45 42 55 43 05 43 15 43 25 43 35 43 45 43 55 44 05 44 15 44 25 44 35 44 45 44 55 45 05 45 15 45 25 45 35 45 45 45 55 46 05 46 15 46 25 46 35 46 45 46 55 47 05 47 15 47 25 47 35 47 45 47 55 48 05 48 15 48 25 48 35 48 45 48 55 49 05 49 15 49 25 49 35 49 45 49 55 50 05 50 15 50 25 50 35 50 45 50 55 51 05 51 15 51 25 51 35 51 45 51 55 52 05 52 15 52 25 52 35 52 45 52 55 53 05 53 15 53 25 53 35 53 45 53 55 54 05 54 15 54 25 54 35 54 45 54 55 55 05 55 15 55 25 55 35 55 45 55 55 56 05 56 15 56 25 56 35 56 45 56 55 57 05 57 15 57 25 57 35 57 45 57 55 58 05 58 15 58 25 58 35 58 45 58 55 59 05 59 15 59 25 59 35 59 45 59 55 60 05 60 15 60 25 60 35 60 45 60 55 61 05 61 15 61 25 61 35 61 45 61 55 62 05 62 15 62 25 62 35 62 45 62 55 63 05 63 15 63 25 63 35 63 45 63 55 64 05 64 15 64 25 64 35 64 45 64 55 65 05 65 15 65 25 65 35 65 45 65 55 66 05 66 15 66 25 66 35 66 45 66 55 67 05 67 15 67 25 67 35 67 45 67 55 68 05 68 15 68 25 68 35 68 45 68 55 69 05 69 15 69 25 69 35 69 45 69 55 70 05 70 15 70 25 70 35 70 45 70 55 71 05 71 15 71 25 71 35 71 45 71 55 72 05 72 15 72 25 72 35 72 45 72 55 73 05 73 15 73 25 73 35 73 45 73 55 74 05 74 15 74 25 74 35 74 45 74 55 75 05 75 15 75 25 75 35 75 45 75 55 76 05 76 15 76 25 76 35 76 45 76 55 77 05 77 15 77 25 77 35 77 45 77 55 78 05 78 15 78 25 78 35 78 45 78 55 79 05 79 15 79 25 79 35 79 45 79 55 80 05 80 15 80 25 80 35 80 45 80 55 81 05 81 15 81 25 81 35 81 45 81 55 82 05 82 15 82 25 82 35 82 45 82 55 83 05 83 15 83 25 83 35 83 45 83 55 84 05 84 15 84 25 84 35 84 45 84 55 85 05 85 15 85 25 85 35 85 45 85 55 86 05 86 15 86 25 86 35 86 45 86 55 87 05 87 15 87 25 87 35 87 45 87 55 88 05 88 15 88 25 88 35 88 45 88 55 89 05 89 15 89 25 89 35 89 45 89 55 90 05 90 15 90 25 90 35 90 45 90 55 91 05 91 15 91 25 91 35 91 45 91 55 92 05 92 15 92 25 92 35 92 45 92 55 93 05 93 15 93 25 93 35 93 45 93 55 94 05 94 15 94 25 94 35 94 45 94 55 95 05 95 15 95 25 95 35 95 45 95 55 96 05 96 15 96 25 96 35 96 45 96 55 97 05 97 15 97 25 97 35 97 45 97 55 98 05 98 15 98 25 98 35 98 45 98 55 99 05 99 15 99 25 99 35 99 45 99 55 100 05 100 15 100 25 100 35 100 45 100 55 101 05 101 15 101 25 101 35 101 45 101 55 102 05 102 15 102 25 102 35 102 45 102 55 103 05 103 15 103 25 103 35 103 45 103 55 104 05 104 15 104 25 104 35 104 45 104 55 105 05 105 15 105 25 105 35 105 45 105 55 106 05 106 15 106 25 106 35 106 45 106 55 107 05 107 15 107 25 107 35 107 45 107 55 108 05 108 15 108 25 108 35 108 45 108 55 109 05 109 15 109 25 109 35 109 45 109 55 110 05 110 15 110 25 110 35 110 45 110 55 111 05 111 15 111 25 111 35 111 45 111 55 112 05 112 15 112 25 112 35 112 45 112 55 113 05 113 15 113 25 113 35 113 45 113 55 114 05 114 15 114 25 114 35 114 45 114 55 115 05 115 15 115 25 115 35 115 45 115 55 116 05 116 15 116 25 116 35 116 45 116 55 117 05 117 15 117 25 117 35 117 45 117 55 118 05 118 15 118 25 118 35 118 45 118 55 119 05 119 15 119 25 119 35 119 45 119 55 120 05 120

KNIVES.			PLANE IRONS.			SCRAPERS.			Swedes, upholsterers', American (1 to 6 oz.)		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.	2 00	5	Box, per doz.	2 10	4 50	Swedes, upholsterers', American (8 to 24 oz.)	66 3/4	35
Hay knives, spear point, L or T handle, 60 to 80 and 10 per cent.			PLIERS AND NIPPERS.			SCREENS.			Swedes, carpet, gimp, lace	40	35
Lightning, per doz.	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			Window, patent, per doz.	3 50	4 50	brush, blued and tinned.	35	35
Heath's, 52 1/2 p.c.			Button's Imitation, per doz.	5 00	9 00	Door, per doz.	8 75	9 00	Zinc tacks.	35	35
LADLES.			German, per doz.	0 60	2 60	SCREW DRIVERS.			Copper tacks and nails	60	60
Melting, per doz.	1 70	4 50	PLUMBS AND LEVELS.			Sargent's, per doz.	0 65	4 00	Leather carpet tacks	30	35
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			SCREWS.			Trunk nails, black and tinned	66 3/4	65
Porcelain lined, per doz.	2 20	5 60	POPPERS.			Wood, F. H., iron, and steel, dis. 80 & 10 p.c.			Cigar box nails	45	45
Galvanized, " "	1 87	3 85	Corn, square, per doz.	1 35	2 00	" R. H., " dis. 75 and 10 p.c.			Lining nails in papers	10	10
King, wood, " "	2 75	2 90	PRUNING SHEARS.			" F. H., brass, dis. 77 1/2 and 10 p.c.			" " in bulk	15	15
" glass, " "	4 00	4 50	Per doz.	4 00	5 50	" R. H., " dis. 72 1/2 and 10 p.c.			" solid heads, in bulk.	42 1/2	42 1/2
All glass, " "	1 20	1 30	PULLEYS.			Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			Saddle nails in papers	10	15
LINES.			Hothouse, per doz.	0 55	1 00	Bench, wood, per doz.	3 25	4 00	Tinned capped trunk nails	15	15
Fish, per gross.	1 05	2 50	Axle	0 22	0 33	" iron, " "	4 25	5 75	Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.	15	15
Chalk, " "	1 90	7 40	Screw	0 27	1 00	SCYTHES.			TAPE LINES.		
LOCKS.			Awning	0 35	2 50	Discount, 60 p.c. revised list.			English, ass skin, per doz.	2 75	5 00
Canadian, dis. 50 p.c.			PUMPS.			SCYTHE SNATHS.			English, Patent Leather	5 50	9 75
Russell & Erwin, per doz.	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			Canadian, dis. 40 to 45 p.c.			Chesterman's, each	0 90	2 85
Cabinet, " "			Pitcher spout, 70 to 70 and 5 p.c.			SHEARS.			" steel, each	0 80	8 00
Eagle, dis. 40 to 42 1/2 p.c.			Canadian cistern, 60 to 62 1/2 p.c. from factory.			B. & W., japanned, dis. 75 p.c.			THERMOMETERS.		
Padlock.			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p. c.		
English and Am., per doz.	0 50	6 00	PUNCHES.			Seymour's, dis. 60 p.c.			THIMBLES.		
Scandinavian, " "	1 00	2 40	Saddlers', per doz.	1 00	1 85	Etna, dis. 75 to 75 and 10 p.c.			Asbestos, filled, per doz., 35 to 40 p. c.		
Eagle, dis. 15 to 17 1/2 p.c.			Conductors', " "	9 00	15 00	Heinisch, dis. 60 p.c.			TIES.		
MALLETS.			Tinners' solid, per set.	0 00	0 72	Bristol, japanned, 80 p.c.			Cow, per doz.	1 25	2 5
Tinsmiths', per doz.	1 25	1 50	" hollow, per inch.	0 00	1 00	" N.P., dis. 70 p.c.			TINNERS' TOOLS.		
Carpenters', hickory, per doz.	1 25	3 75	PUTTY.			Clauss, full nickel, 60 p.c.			P. S. & W., net list.		
Lignum Vitae, per doz.	3 85	5 00	Bladder, per lb.	0 17 1/2		" japanned handles, 67 1/2 p.c. off.			Canadian, 35 to 37 1/2 per cent.		
Caulking, each	1 60	2 00	Tins, lbs.	2 50	2 75	Seymour or Heinisch tailor shears, 15 p.c.			TINWARE.		
MATTOCKS.			RAIL.			Sliding door, per set.	0 77	1 40	Stamped, dis., Assn. list, 80 per cent		
Canadian, per doz.	8 50	10 00	Barn door, per foot.	0 03	0 03 1/2	SHOVELS AND SPADES.			Japanned, prices on application.		
MEAT CUTTERS.			Sliding door, " "	0 03 1/2	0 03 1/2	Canadian, dis. 42 1/2 p.c. special brands net price.			Pieced, prices on application.		
Enterprise, American, dis. 25 p.c.			Lanes, " "	0 03 1/2	0 03 1/2	SIEVES.			TRANSOM LIFTERS.		
MINCING KNIVES.			RAKES.			Wood rim, black, per doz.	1 05	1 10	Payson's, per doz.	2 60	
American, per doz.	0 42	2 35	Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.			" tinned, " "	1 25	1 35	TRAPS. (Steel.)		
MOLASSES GATES.			Wood, 25 per cent.			Tin rim, per doz.	2 30	2 45	Game, Newhouse, dis. 33 1/2 to 35 p. c.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			RAZORS.			" black.	1 80	2 25	Game, H. & N., P. S. & W., 62 to 60.10.		
NAILS.			Geo. Butler & Co.'s, per doz.	8 00	18 00	SNAPS.			Game, steel, 70 to 70 and 5 p.c.		
Cut Nails (Iron)—			Bokers, " "	7 50	11 00	Harness, German, dis. 35 to 37 1/2 p.c.			Mouse, per doz.	0 35	1 50
1. Either Canada or American pattern—			Wade & Butcher's, " "	3 60	10 00	Acme	3 00	5 00	Rat, per doz.	1 40	6 00
Basis			Arbenz's, " "	9 00	18 00	Lock, Andrews'	4 50	11 50	TROWELS.		
50 to 60 dy.	2 75		Theile & Quack's " "	7 00	12 00	SOLDERING IRONS.			Diaston's, discount 10 per cent.		
40 dy.	2 80		RAZOR STROPS.			Per lb.	0 00	0 24	German, per doz.	4 75	9 00
30 dy.	2 85		Currier's, per doz.	1 25	3 60	WROUGHT SPIKES.			Brade's	5 00	10 50
20, 16, and 12 dy.	2 90		RIVETS AND BURS.			Discount, 20 per cent.			D. & S., discount 35 per cent.		
10 dy.	2 95		4 mos. or 3 per cent. cash 30 days			SPOKE SHAVES.			Butter, per doz.	6 25	9 00
8 and 9 dy.	3 00		Copper rivets, dis. 50 and 10 per cent.			Wood, English	1 8	5 00	TWINES.		
6 and 7 dy.	3 15		Iron " dis. 60 and 5 per cent.			Iron, American.	1 35	2 35	Bag, Russian, per lb.	0 21	
2. American pattern only—			Tinned and black rivets, 60 and 5 per cent.			SPOONS AND FORKS.			Wrapping, mottled, per pack.	0 50	0 60
From 4 to 5 dy.	3 35		Burs, iron or steel, 50 and 5 per cent.			Tea spoons, per gross	7 50	12 00	Wrapping, cotton, per lb.	0 17	0 18
3 dy (lath).	3 75		Terms, 4 mos. or 3 per cent. cash 30 days.			Dessert, " "	21 00	00 00	Mattress, per lb.	0 33	0 45
3. Canada pattern only—			RIVET SETS.			Table, " "	30 00	30 00	Staging, " "	0 27	0 35
From 4 to 5 dy.	3 25		Canadian, dis. 30, 35 per cent.			Dessert Forks, " "	24 00	00 00	Broom, " "	0 30	0 55
3 dy (lath).	3 65		ROPE.			Medium " "	27 00	00 00	VISES.		
3 dy, A.P. fine.	4 35		Sisal.			Table " "	36 00	00 00	Hand, per doz.	4 00	6 00
Car lots 10c. less.			Manilla			SQUARES.			Bench, parallel, each	2 00	4 50
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.			7-16 in. and larger, per lb.	6 1/2	00 9	Iron, per doz.	1 65	2 90	Coach, each	6 00	7 00
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kg. or more			1/4, 5-16, 3/8 in.	7 1/4	00 9 1/2	Steel, dis. 65 to 65 and 10.			Peter Wright's, per b.	0 12	0 13
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			Cotton	15	17	Try and bevel, dis. 50 to 52 1/2 p.c.			Pipe, each	5 50	9 00
NAIL PULLERS.			Russia Deep Sea	00	13	STAPLES.			Saw, per doz.	6 50	13
German and American.	1 85	3 50	Jute	6 1/2	7 1/2	Fence, galvanized	0 03 1/2		WASHER CUTTERS.		
NAIL SETS.			RULES.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			Per doz.	4 00	
Square, round, and octagon, per gross.	3 38	4 00	Boxwood, dis. 80 and 5 to 10 p.c.			STOCKS AND DIES.			Washers "Iron," 40 per cent., 4 months per cent.		
Diamond	12 00	15 00	Ivory, dis. 37 1/2 to 40 p.c.			American, dis. 25 p.c.			WELL WHEELS.		
NETTING.			SAD IRONS.			STOVE POLISH			Amer., per doz., 8, 10 and 12 inch.	3 38	
Poultry, 65 and 10 to 70 per cent.			Mrs. Potts, per set.	0 65	1 00	gross. 1/4 gross. doz.			WIRE.		
OIL.			" N.P., per set.	0 00	1 90	Scientific Stove Pipe			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Canada refined oil (Toronto).	0 16	0 16 1/2	SAD HEATERS.			Varnish, " "	9 00	2 50	Copper Wire, 10 per cent. rev. list discount.		
Carbon safety " "	0 18	0 00	Dome, Shepard's, per doz.	4 75	5 00	Scientific Stove Paste (5 lb pails) 60c. each.			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
Canada w. w. " "	0 18	0 00	SAND AND EMERY PAPER.			Scientific Furniture Polish.	12 00	1 25	[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
American w. w. " "	0 00	0 21	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Carriage Top Dressing, 1/2 pints.		2 00	Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.		
Pratt's Astial.	0 00	0 22	Emery, per quire.	0 55	0 90	Scientific Carriage Top Dressing, pints.		3 50	Broom Wire, per lb.	0 05 1/2	0 06
OILERS.			SASH CORD.			Scientific Enamel Paints		1 50	Clothes Line Wire, 19 gauge, per doz. coils		3 95
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50	Per lb.	0 22	0 50	Scientific Stove Enamel	7 50	2 00	WIRE FENCING.		
Zinc and tin, dis. 50, 50 and 10.			SASH LOCKS.			STONE.			Galvanized, 2 barb, 2 1/2 and 5 inches apart	3 00	
Copper, per doz.	1 25	3 50	Triumph and Morris, dis. 37 1/2, 40 per cent.			Washita, per lb.	0 28	0 50	Galvanized, 4 barb, 4 and 6 inches apart	3 00	
Brass,	1 50	3 50	Kempshell's, dis. 40, 62 1/2 per cent.			Hindostan, " "	0 06	0 07	Galvanized, plain twist, all delv'd.	3 00	
Malleable, dis. 25 per cent.			Canadian, dis. 45, 50 per cent.			" slips, per lb.	0 09	0 09	Plain twist.	3 00	
PAISLS.			SASH "LIGHTS.			Labrador, " "	0 00	0 13	Steel Staples	0 90	3 00
Galvanized, per doz.	2 25	3 30	Sectional, per 100 lbs.	1 40	1 50	" Axe, " "	0 00	0 15	Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over.		
PENCILS.			SAWS.			Turkey " "	0 00	0 50	WIRE CLOTH.		
Dixon's, per gross.	1 00	4 25	Crosscut, McMillan & Haynes, per dozen	0 40	0 70	Arkansas " "	0 00	1 50	Ordinary, discount 25 per cent.		
" Carpenter.	2 25	3 60	" Empire, McMillan & Haynes, per ft.	0 00	0 70	Water-of-Ayr " "	0 00	0 10	Painted Screen, per 100 sq. ft.	1 50	
PICKS.			Hand, Disston's, dis. 12 1/2 to 15 p.c.			Scythe, per gross.	3 50	5 00	WRENCHES.		
Per doz.	6 00	9 00	S. & D., 40 to 40 and 10 per cent.			Grind. per ton.	15 00	18 00	Acme, 35 to 37 1/2 per cent.		
PICTURE NAILS.			Crosscut, Disston's, per ft.	0 35	0 55	TACKS, BRADS, ETC.			Agricultural, 70 and 10 to 75 per cent.		
Porcelain head, per gross.	1 65	3 00	S. & D., dis. 35 p.c. on Nos. 2 and 3.			Cheese-box tacks, blue	66 3/4		Standard, dis. 60, 60 and 10 per cent.		
Brass head, " "	0 40	1 00	Hack, complete, each.	0 75	2 75	Trunk tacks, black	60		Coe's Genuine, dis. 32 1/2 to 35 per cent.		
PLANES.			frame only.	0 00	0 75	" tinned	66 3/4		Diamond, dis. 33 1/2 to 35 per cent.		
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			SAW SETS.			B.B.B. iron carpet, blued	60		Towers' Engineer, each	2 80	3
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			" Lincoln, McMillan &			" tinned	66 3/4		" S., per doz.	5 80	7 00
Bailey's (Stan. R. & L. Co.), 50 per cent.			Haynes, per doz.	0 00	7 50	B.B.B. iron carpet, tinned (in kegs)	30		G. & K.'s Pipe, per doz.	6 00	
Miscellaneous, dis. 25 per cent.			Whiting	6 87	7 00	B.B.B. cut tacks (in bulk)	50		Burrell's Pipe, each	3 40	
Bailey's Victor, 25 per cent.			SCALES.			" (in dozens, 1 to 6 oz.)	45		Pocket, per doz.	1 25	
			Gurney Scales, 50 p.c.			" (in dozens, 8 to 24 oz.)	30		WIRE CLOTH.		
			B. S. & M. Scales, 50 p.c.			" 1/4 weights	40		Ordinary, discount 25 per cent.		
			Champion, 60 per cent.			" tinned	45		Painted Screen, per 100 sq. ft.	1 50	
						Swedes, cut tacks, genuine, blued and tinned.	52 1/2		WRENCHES.		
						Swedes, upholsterers', genuine	50		Acme, 35 to 37 1/2 per cent.		
									Agricultural, 70 and 10 to 75 per cent.		
									Standard, dis. 60, 60 and 10 per cent.		
									Coe's Genuine, dis. 32 1/2 to 35 per cent.		
									Diamond, dis. 33 1/2 to 35 per cent.		
									Towers' Engineer, each	2 80	3
									" S., per doz.	5 80	7 00
									G. & K.'s Pipe, per doz.	6 00	
									Burrell's Pipe, each	3 40	
									Pocket, per doz.	1 25	

WHEN YOU WANT

Bar Iron

TRY GUELPH

You will get—

Rounds that are round

Squares that are square

Flats evenly rolled

Bands tough, with clean, smooth edges



**The Guelph Norway Iron
and Steel Co., LTD.**

Rolling Mills, GUELPH

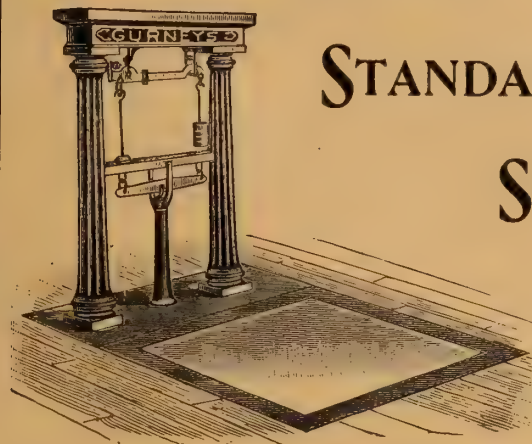
ESTABLISHED 1856

REORGANIZED 1887

The—

Gurney Scale Co.

MANUFACTURERS OF



STANDARD
SCALES

Hamilton, Ontario.

Promissory Paper

Fulfilling its promises (for wrapping purposes).

MADE WITH CARE,
MADE TO WEAR,
HARD TO TEAR.

Long and strong-fibred Wrapping
Paper, printed and plain.

STOREKEEPERS . . .
COMMUNICATE WITH US

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg;
James Mitchell, Victoria and Vancouver. Permanent
agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Simplicity is Perfection

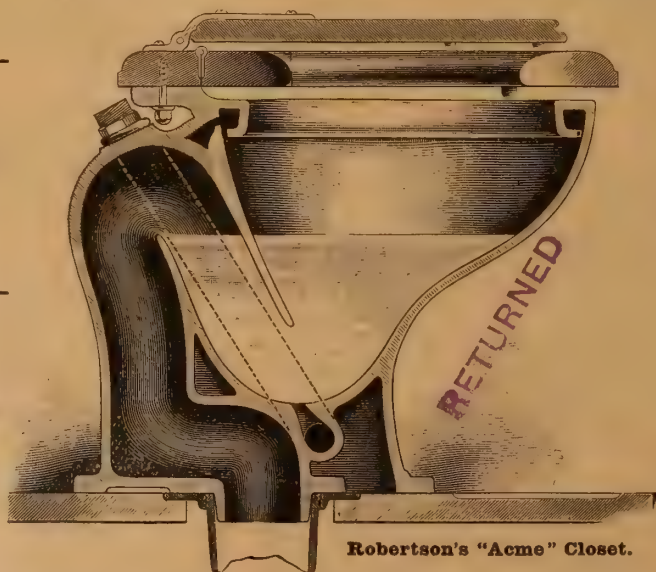
ROBERTSON'S "ACME" SYPHON CLOSET

Is the perfection of simplicity and an excellent substitute for all of the higher priced closets. We guarantee it to be perfectly sanitary.

This closet is
rapidly making
its way
to the front.

We carry a complete line of

PLUMBERS'
SUPPLIES



Robertson's "Acme" Closet.

It is giving
uniform satisfaction,
and is the
cheapest closet
on the market.

NO TROUBLE TO
QUOTE PRICES

Telephones
819, 1511

The JAMES ROBERTSON CO. Ltd. 263-285 King Street West Toronto

Sterling Value—
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, AUGUST 22, 1896

No. 34



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street New York

Cutlery . .

See our samples for Fall Importation.
Good patterns, good quality, good value.
Specially attractive lines in Carvers, with
or without Cases, and Ivoride Table and
Dessert Knives.

A. C. Leslie & Co., Montreal

Western Representative: R. A. Baines, 28 Front St. E., Toronto

Canada's Largest Radiator Manufacturers.

GET GOLD NOW

by buying Radiation of known quality,
heaters that will bring back your cus-
tomers promptly, with sure payment of
your accounts.

"Safford"

THE MOST DURABLE

Radiators

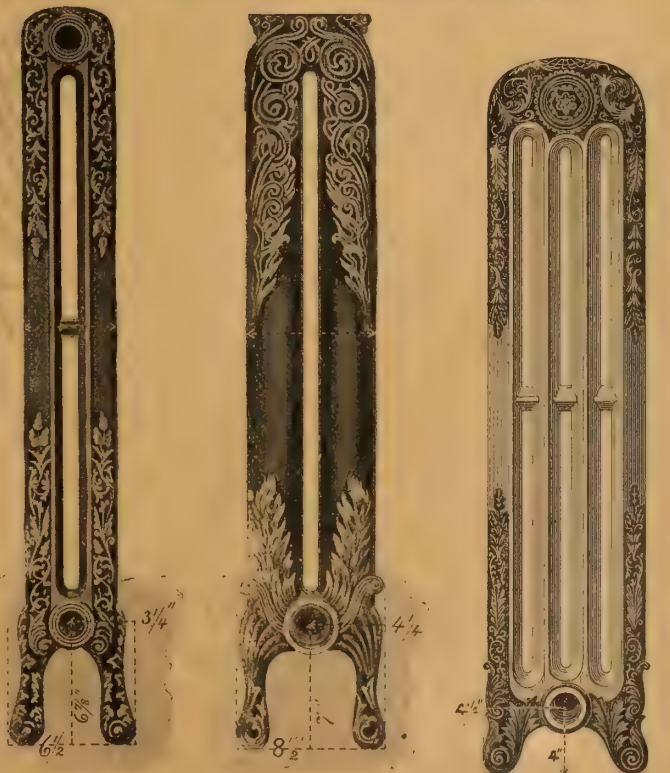
Never go back on their work.
Never wear out. Always cheapest.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO., Limited

.. Toronto, Ont.



RICE LEWIS & SON

(LIMITED)

ARTHUR B. LEE, President.

A. BURDETT LEE, Vice-President.

Importers of

Bar Iron, Steel
Boiler Plate

SHELF AND HEAVY

HARDWARE



Mantels
Grates

.. Tiles

CUTLERY

BICYCLE DEALERS' SUPPLIES

Cor. King and Victoria Streets

TORONTO

Resisto



Patented.

Copper
Range
Boilers

If you wish to keep
pace with the age,
use Copper Boilers.

The Booth Copper Co., Ltd.

TORONTO

FALL GOODS



Galvanized
and
Japanned

**Coal
Hods**

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, AUGUST 22, 1896

No. 34

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

THE TRADE SITUATION.

THE trade outlook in Canada may not be roseate; neither is it gloomy. Our prospects naturally depend a great deal upon the crops. In Ontario we have more of everything in the way of cereals except beans than we had in 1895. In horned cattle there is a slight increase, but in other descriptions of live stock a small decrease is to be noted. The shortage experienced last year in fodder is, no doubt, responsible for the decrease in live stock. It is gratifying to know that there is not any probability of a shortage in feed during the next winter and spring, the crop of hay being something like 400,000 tons larger than a year ago, while such supplementary fodder as corn and straw is abundant.

The magnitude of the fruit crop, of course, everyone is conversant with, and the bounty of Nature in this particular is not confined to any one province.

Manitoba has one-third less wheat than in 1895, but a twenty-million-bushel yield is no insignificant crop. Barley and oats are good crops in the province, while dairying and stock raising there are rapidly developing.

Although mining in Canada is only fractionally what it might or will be, yet never in the history of the country has there been

as much interest taken in the industry nor has the development of the mines been so extensive.

In Ontario gold mines of unusual richness are being worked. British Columbia has become the Mecca of gold-hunting speculators; and in that province large quantities of silver, lead and copper are being mined as well. Gold-mining operations are also being vigorously pushed in Nova Scotia, while coal mining there is enjoying unusual activity and the prospects are for its continuance.

Turning to the commercial institutions, we find the conditions fairly healthy. For some time all classes of dealers have been buying with a great deal of caution, with the result that continuous buying is necessary in order to keep stocks assorted.

Hand-to-mouth buying is not always the most satisfactory for the manufacturer or the jobber, but it is the best and consequently the healthiest way in which to do business when trade is quiet and confidence in it inclined to be weak.

A natural concomitant of cautious buying is light liabilities. And country merchants' liabilities to the wholesaler and manufacturer are not only light, but, what is more, they are being well met as they mature. Of course, the manufacturer, the wholesaler and the retailer are all scrutinizing their accounts more carefully than formerly, and to this is no doubt in part due the fact that payments are not bad in spite of the quiet times that we hear so much about. But whatever may be the cause, payments are, on the whole, fairly satisfactory.

Another favorable condition is the earnings of the railways, these still showing increases over both 1895 and 1894. The monthly bank statements are also on the whole favorable. Here are then at least two business barometers whose readings are encouraging.

The most disturbing element in the situation is the currency question in the United

States. It decidedly threatens to demoralize trade there; and the commercial conditions there are not without their influence on this country, relatively small as that influence may be. Then there is our own promised tariff reform. That undoubtedly is not without its influence upon the trade of to-day. But the Government has promised that there shall be no radical change, and that whatever changes may be made will only be made after the different interests concerned have been conferred with.

But we are of opinion that the deterring influence of the tariff upon trade is not as great as some imagine. People have been buying from hand to mouth for a long time, and, tariff reform or no tariff reform, they are likely to do so for some time to come. What they need they will buy; and that is about all they have been doing for a year or more.

As far as Canada is concerned, there is nothing in evidence to cause alarm. There is, however, a great deal that is food for confidence if the merchants of the country choose to digest it.

THAT DRAIN PIPE DUTY.

THE Customs Department, after a delay extending over eighteen months, have made up their minds in regard to the scale of value on which Scotch drain pipe can be imported. Their decision was made known to importers about eight days ago, and has been kept quiet.

The facts in connection with this matter have been referred to very fully by **HARDWARE AND METAL** from time to time. It is satisfactory to learn that, while the Department have not granted all that the importers asked, they have met them more than half way.

Under a report made by an officer of the Department, duties on Scotch drain pipe were based on an arbitrary scale of values fixed by the Customs people. In response to the agitation commenced by **HARDWARE AND METAL**, and repeated urgings from in-

dividual importers, the Ottawa officials last winter sent Inspector McMichael to Scotland to make an investigation. The present compromise is understood to be a result of the report of this admittedly able official. But as usual, though it is known that the officials of Ottawa have made up their mind, they are following the usual round-about method of procedure to let the public know of the fact.

The original claim of the importers was that the duty should be based on the invoice value of the drain pipe at the works.

The compromise that the Department has allowed is the collection of the duty on the f.o.b. price at Glasgow or any other shipping point.

Instead, however, of notifying the Montreal officials to this effect at once, they have instructed them to allow the trade to pass entries on the invoice value at the works with the proviso that the entries are subject to amendment.

The trade are at a loss to see the necessity of this, if the Department has really made up its mind, unless it be that they have adopted this method of acknowledging that the trade and **HARDWARE AND METAL** were in the right and they in the wrong.

ANOTHER ADVANCE IN WINDOW GLASS.

A STRONGER feeling in window glass has developed on the Toronto market. It set in on Thursday morning, when several firms received advices of another advance in Belgium equal to about eight per cent. This means an appreciation of sixteen per cent. within the past few weeks.

To lay down glass in Toronto at to-day's figures would cost about \$1.35 for first break in fifty-foot boxes.

With this advance, the laid-down price of window glass is back to where it was four years ago, the figure touched in 1892 being \$1.33. The lowest price touched was last year, when equal to \$1.02 laid down was paid. It may be interesting to note that in 1888 the cost was \$1.47, and in 1885, eleven years ago, \$1.62 was the figure.

Stocks in Toronto are fairly large, and this may prevent an appreciation consonant with the advance in the primary markets, but all the jobbers are marking up their quotations, some materially, others slightly, but all are asking higher prices.

Those who a week ago were quoting \$1.15 for first break now want \$1.20 to \$1.25. Others, whose ruling quotations were \$1.20 to \$1.25, have put their figures up to \$1.35, while some declare that \$1.45 is their figure. For first break, in 100-foot boxes, there is the same wide range in quotations, the figures given by the different houses being

all the way from \$2.30 to \$2.60. It should be explained that the minimum figures on both 50 and 100-foot boxes were given by one house.

It is evident that while prices on the Toronto market are higher in sympathy with the primary market, they are not, at least up to the time of writing, on a uniform basis.

INCREASED IMPORTS OF AMERICAN PIG.

The depression in iron values in the United States has led to free offers of American pig iron during the past month in the Eastern Canadian market.

It has been denied by sellers of British and Canadian pig iron that these offers resulted in any business. The figures of pig iron imports at the port of Montreal, however, do not agree with this contention. On the contrary, they show that more American pig has been coming east this year than last.

From the 1st of May to July 1st the imports of American pig at Montreal were 863 tons, against 615 tons for the same period in 1895, or an increase of 250 tons. In the same time the imports of British pig were 671 tons, against 1,153 tons in 1895, a decrease of 482 tons.

NEW FACTORY FOR HAMILTON.

Hamilton, Ont., is to have another industry in a few weeks. It will be remembered that Mr. A. J. Somerville, manager of the Ontario Lead & Barb Wire Co., a few months ago bought the plant of the Safety Barb Wire Co., removing it to Hamilton. It has been decided to not only utilize this plant for the making of safety barb wire and ordinary barb wire, but also to put in additional machinery for the manufacture of wire nails.

For the present at least the factory will be situated in the Dalley block, Hughson St.

The factory will begin operations about September 1, and will be under the management of Mr. R. A. Somerville, a son of Mr. A. J. Somerville.

Besides manufacturing barb wire and nails, a full stock of plumbers' supplies will be carried in stock.

A NEW GAS METRE.

According to *La Presse*, a new system of gas metre is being introduced in Montreal. Drop a 25-cent piece in the slot and 200 feet of gas is allowed to pass through. The regular rate is \$1 per 1,000 feet. It is used for heating and cooking gas only. The people seem to like it, as the payments are made in small sums. A collector calls each month and empties the box. The system is well known in Europe.

A QUESTION OF BUSINESS, NOT POLITICS.

IT does not necessarily follow that, in the adoption of preferential trade within the British Empire, free traders shall sink their free trade doctrines, or protectionists their protectionist doctrines.

Although expansive oceans separate the different members of the British Empire one from the other, yet we are none the less one nation, just as much as are the different states composing the German Empire, or the different states which make up the republic to the south of us.

He would be a narrow man indeed who would to-day aver that, in the consummation of the schemes which created these countries as they now are, there had been any sacrifice of principles, either free trade or protection.

Great Britain is asked to place a small import tax on goods produced without the empire, not because free trade has proved a failure in Great Britain. Nor are Canada and the other protectionist colonies asked to lower their tariff against imports from the Motherland because protection has proved a failure. The object sought is the upbuilding of trade within the Empire. And the method suggested is conceived to be the best for attaining it.

But even granting that the preferential trade idea means the paring of a principle here and there in order to create a wide enough passage-way for its consummation, it is certainly not sufficiently unrighteous to cause any sharp pricks of conscience.

Nations, as well as individuals, have to give and take continually. It is only right that they should. And, in order to the furtherance of a scheme of such importance, free traders on the one hand and protectionists on the other should not think at least more than twice before lending their aid to the movement.

To look at the question from either a protectionist's or a free trader's standpoint will be fatal to it. We need to look at it primarily from a business standpoint. That means looking at it in a practical way. The other would mean a theoretical way. And theories are never of any use till they are reduced to practice.

Preferential trade is worth being obtained. Its attainment would mean increased financial interest in each part of the British Empire with the other. And following this would come a tightening of the strings of nationalism. It was the snapping of the commercial strings that caused the severance a century and a quarter ago of the national strings that held the North American colonies to the British Crown.

The cause responsible for that event will never be a factor again; but neglect may.

Great Britain cannot afford to ignore her colonies, Canada particularly.

Britain's trade with foreign countries is not monopolized as it was. Other nations are learning the arts of peace, and they are becoming proficient in it, as the Motherland is realizing. Even from a financial aspect it seems that Great Britain's wisest policy is to look after her colonies. And the best way in sight at the moment for doing this is by promoting preferential trade with her children.

THE TREATMENT OF DRAFTS.

EDITOR HARDWARE.—Your issue of the 8th inst. contains an article on the "Treatment of Drafts," which might well be clipped out and pasted up in many business houses in Canada. The writer has during the past year been brought into business connections with the jobbing trade in a new line of goods, and his experience of a large percentage of them is that in the matter of drafts and payment of accounts their treatment of the manufacturer is not creditable. A long experience in other departments of business had not produced such a revelation of the tricks of trade, deductions on the most paltry excuses, and transparent devices for gaining time and securing undue advantages. "There is something rotten in the state of Denmark," when so-called wholesale dealers will descend to positive prevarication and unworthy devices to secure concessions.

A dealer living in a town on the St. Lawrence river met an untimely death by drowning some years ago. A prominent manufacturer, on hearing of the catastrophe, said: "He didn't go soon enough. Why, that man built a beautiful residence out of the discounts and concessions he squeezed out of manufacturers." There are a number of men who have earned, and justly too, a name for those questionable propensities which show that sharpness can be carried quite close to the confines of honesty. If success in business depends upon such sharp practices as some houses have become notorious for, then the time is not far distant when the manufacturers will, in self-defence, draw closer to the consumer, and at least one middleman, the jobber, will find his occupation gone.

Yours etc.,

AN OLD MANUFACTURER.

DUTY TOWARD ASSOCIATIONS.

Every member of a business men's association ought to be sufficiently interested in the organization to not only attend the regular meetings but to do his best to build up the membership. The greater its membership the fewer will be the evils with which the trade will have to contend.

DROPS FROM THE EDITOR'S PEN.

A rusty business, like a rusty leaf, denotes decay.

Business built upon fake methods will soon dissipate.

Free silver is the shadow of business demoralization.

Remember that a well-dressed window is a constant trade winner.

Many a man's objects are laudable, but their impracticability kills them.

Competition may be the life of trade, but advertising is a great deal more so.

Cutting prices is a dangerous thing: Many a cutter has been his own executioner.

The trouble with a great many theories is that they are "flighty" and take wings.

System saves sweat drops, economizes time, and avoids a multitude of heart aches.

The man who wakes up some morning to find himself famous is the man who works hard.

Some merchants are experiencing hard times because their business methods are hard.

The launch of a bright business idea means the floating of a money-making scheme.

A business cannot breathe without credit any more than can a man live without breath.

Merchants who are loose in their habits have not generally a tight hold upon their business.

If you must fail, by all means fail honestly; if you cannot fail honestly, do not fail at all.

Where integrity is wanting, credit should not be given. The one is the foundation of the other.

Confidence, after all, is more to be desired than the gold we hear so much about these days.

If you cannot remain in business by telling the truth, it is certain you cannot by telling a lie.

Because a firm is old it should not be taken as an indication that disintegration is near at hand.

A number of contemporaries "drop on" to these "drops" and drop them into their

columns, but they seldom "drop on" to their duty of crediting them to **HARDWARE AND METAL**

Ambition is a good thing, but overmuch of it draggeth a man down rather than lifteth him up.

He is a mistaken man who imagines that questionable sharp methods will bring him success in life.

When a man offers you a "sure thing," ten to one he will get the "sure thing" and you the nothing.

It is because merchants keep their heads so far apart from each other that so many businesses go to smash.

When a merchant is retrenching he should be careful that he does not cut into the foundations of his business.

Silver advocates who put gold clauses in their contracts evidently do not want to be paid back in their own coin.

The greater a man's bank account is the greater are his responsibilities; but the most of us are quite willing to increase our bank account, notwithstanding.

It is usually the laziest man who complains most about hard work, and the slowest merchants about hard times.

The consumer is the storekeeper's judge, and whether or no the latter shall remain in business depends upon his verdict.

Account every man honest until you prove him otherwise; but check over your goods when you receive them nevertheless.

It is well for a merchant to sometimes imagine himself in the place of his customers. He then gets a partial glimpse of himself as others see him.

The young man who will do the great things in the world is he who condescends first to do the little things. Children have to walk before they can run.

Most of us value object lessons, but few of us relish being made the object of lessons, especially when it is our weaknesses that are the subjects exhibited.

There is many an intelligent young man who is steering for Nobodyism who would be established in Somebodyism were it not that he had mistaken his calling.

The looser a merchant is in giving credit the more unfair is he to his creditor. If a reservoir is allowed to leak, it is to be expected that there will be no water in it some day when the water is wanted.

HOW TO GET AND HOLD CUSTOMERS.

PAPER READ BY MR. S. BRICKER, LISTOWEL, AT THE ANNUAL MEETING OF THE ONTARIO HARDWARE ASSOCIATION, HELD IN PALMERSTON AUGUST 13.

A STORE without customers is like a house in a desert : it may be beautiful, yet there is something lacking which can only be supplied by customers. To obtain and hold customers should be the aim of every business man. Without the ability to do this, the merchant will find himself swamped, sooner or later. He must never forget that customers must be solicited in some way or other, and when once obtained, must be held rather than allowed to go, and new ones secured to fill their place. No business man need hope to hold customers in any but an honorable way. Any evidence of fraud or deception will be promptly reprimanded by a change of patronage to some competitor. Honest and honorable treatment is the only course that will hold customers, and make them the merchant's friend.

It will not do for a merchant, or any man, selling goods of any kind, to be too independent and arbitrary. The merchant, no matter what his wares are, should look upon and treat those who patronize him as his friends. Friendship is an item that enters largely into a business man's capital, and he is very foolish who casts it carelessly aside. Every successful business man makes his customers his friends, and through this friendship he holds his trade.

Many people will not buy from a man they dislike or for whom they have no respect ; and the shrewd business man will not overlook this point. He will never urge upon a customer an article which he knows the customer does not need. If he is a shrewd salesman he knows just when he is doing this. A customer may at the time buy the article, and look upon the bargain and feel satisfied ; but when he gets home and considers its worth and the measures the merchant took to sell it, he will entertain a contempt for him that will not be easily overcome.

When a business is carried on by correspondence it is especially desirable that a mutual confidence arise between the customer and the correspondent. This is very easily accomplished if the correspondent is a capable person ; indeed, none other than a competent person should be allowed to occupy this position, as the interests of the house, as well as those of the customers, may be jeopardized through a man whose experience does not entitle him to the place or whose ability with the pen does not show culture and experience or command respect. The customer must be identified with the correspondent, so he will feel that the house

with which he does business has a personal interest in his prosperity. If he is led to think that his particular correspondent is appointed to devote the greater part of his time to seeing to the interests of his business, so much the more credit to the correspondent.

The business man who looks at delivering his goods and getting his money as the only thing which is related to each transaction, has a very important lesson to learn. No doubt, there are some who differ with me in this particular, and say : Business is business, and friendship forms no part of it.

Admitting that it is all business, and that the customer gets value equal to his money, his future patronage is nevertheless to be considered and solicited, apart from his money. Between the two we may not be able to make the distinction very quickly ; but there is a distinction, nevertheless ; and he who has carefully studied the philosophy of trade can readily define it. A customer's money is only a matter of the moment, and has reference to a particular transaction. His patronage, his good-will, his influence, however, are of paramount importance, for which we should be willing to forego very much that he may be retained with the house.

A customer who buys but one bill is not profitable except to the extent of his purchase. When we get a chance to sell to a party one bill we are in duty bound to our business to treat him so well that when he leaves us he will say : "When I require anything more in this line I will buy it from this man."

Since we are so inevitably dependent upon each other, and necessarily helpers of each other, it would be very unwise, and almost certain ruin, for a merchant to establish the rule that he will do just as he pleases, and not solicit the good-will or favor of any one. Ability to satisfy a customer with your goods will induce him to buy ; politeness and honest treatment will induce him to buy again.

To the merchant or dealer who is sure of his ability to fill orders on the most favorable terms, the attainment of an adequate publicity is a matter of primary concern. If his circle of trade is properly the county in which he lives, then he should take effectual measures to let every family in the county know what he sells, and on what conditions.

It is idle to speak of the cost as an impediment. He might as well object to the cost of sheltering his goods from the in-

clemency of the weather or protecting them from thieves. All other expenses of his business are incurred without adequate return, so long as the essential elements of his business are neglected or scrimped. If his location and his stock only entitle him to expect the custom of his own township and neighborhood, then he should incur the expenses of fully informing that locality.

Just so with the wholesale merchant who aspires to a custom coextensive with his province, or the whole Dominion. If he is prepared to satisfy so wide a demand on favorable terms, the expense of apprising those whom he desires for customers of the nature of his business, the character of his stock, the range of his prices, and the reasons why he should be dealt with, is one which he cannot refuse to incur without gross incompetency and ruinous parsimony.

By thus refusing, he increases his expense for rent, light, fuel, clerk hire, etc., from $\frac{1}{2}$ per cent. to 10 per cent. according to the circumstances, on his aggregate sales, and renders it morally impossible to sell at a profit, and at the same time sell as cheaply as his more enterprising and capable rivals. In effect he confesses defeat and incapacity, and retreats to the rear rank of his vocation.

It is easy to place an advertisement where it will meet the eyes of hundreds in one day, or to challenge the attention of thousands. When it is practicable to attain such publicity at the cost of a few dollars, and when some actually do attain it, how can those who neglect it expect to build up a new business.

An old one may subsist until its customers gradually drop off by death or removal ; but he who would build up a business now, must be like the times and improve the advantages offered. Foremost among these is the facility now so cheaply afforded for general advertising. To neglect it is like resolving never to travel by steam nor communicate by telegraph. It is to close one's eyes to the light of day, and insist upon living in perpetual darkness ; an individual may do this at his own cost, but a community, as a class, will never act so insanely, and he



PERFECTO VARNISH

What It Does.

It shines. It will varnish anything well—Carriages, Pianos, Doors, Baths, Boats, Furniture—Anything inside or out.

It is very easy to apply. Harder to make a poor job with it than a good one.

Supplied for retail trade in cases of 10 gals. Assorted $\frac{1}{8}$ gals. to 1 gal. tins.

The
Cottingham Varnish Co.
Ltd.
MANUFACTURERS
Montreal.

SATISFACTION Increases Business.

We have been selling The Sherwin-Williams Paints for over three years, and so far we have never lost a customer for any of the lines of The Sherwin-Williams goods we have sold him. We find INVARIABLY where we get the smallest quantity of goods in, our business with that man grows steadily. He finds the goods give satisfaction and increase his paint trade.

If you will give your customers who buy paints The Sherwin-Williams Paints, which include Enamels, Stains, Buggy Paint, Wagon and Implement Paint, Oil Colors, Japan Colors, Fillers, etc., etc., you will find they will come back for more. They will be impressed with the satisfaction they get from these goods through you, and you can expect their trade in other lines.

We know some firms who used not to bother much with paints who are now doing a good profitable business with The Sherwin-Williams Paints. They tell us the paints make their own way very quickly.

Send for Catalogue and Sample Cards.

The Walter H. Cottingham Co. Ltd.

... Manufacturers of ...

The Sherwin-Williams

Finest Paints and Colors,

MONTREAL

who neglects the advantages of advertising not only robs himself of his fair advantages, but bestows the spoils on his wiser rivals.

Men, more particularly in cities, are liable to become impolite. They are liable to contract a contempt for their species. They become acquainted with their vices, and familiar with their miseries, and soon lose that internal regard and reverence which one human being should have for another.

The cultivation of the mind and heart will check this tendency. It is no small commendation of a mercantile life, that it demands a close attention to the form of politeness.

Motives are inscrutable; and the man who shows he is desirous of pleasing another may charitably be presumed to have some internal regard for him. The merchant of the present age must be a polite man. Politeness is a powerful lever in the hands of an able man. In the course of a business lifetime there are many opportunities for the merchant to enlarge the circle of his friends by leaving a favorable impression on the minds of strangers. Strangers frequently call into stores to get information which is interesting or beneficial to themselves; and this is a golden opportunity. A shrewd, polite man will invariably satisfy

their enquiries, with manifest good will, to the best of his ability. A fool will invariably think himself too busy, when there is no immediate prospect of gain. As the life of the merchant is the favorable opinion of the public, a shrewd man will seize hold of every opportunity to add to his troop of friends. On the other hand a fool will make a neutral his enemy.

The art of showing men, by external signs, the internal regard we have for them indicates a good heart and a wise head. It is not limited in its expression to set forms or ceremonies, nor can it be learned by any system of rules. The same wisdom that appreciates its value will direct in the choice of the external signs by which to manifest it, and form the manner of speech.

If a man, in any vocation, wishes the patronage of a community he must make up his mind to buy it, giving in payment small courtesies, numberless small favors, and by showing himself liberally disposed. If a man wishes patronage he must first show himself liberal. He must do many things for which he will receive no immediate pay. This is, however, only another way of casting bread upon the waters, which will return many times multiplied in quantity after many days.

Small things may produce mighty consequences. Every one who has risen to eminence from a humble station can, if he will take the trouble, point to the precise period in his life when a change was unexpectedly wrought in his favor; and if he examines closely, he will find it associated with some trivial circumstance or caused by some humble instrument.

Now to illustrate: One morning a poor old soldier called at the shop of a barber who was busy with his customers, and asked for relief, stating that he had stayed beyond his leave of absence, and, unless he could get a lift fatigue duty and severe punishment awaited him. The hair-dresser listened to his story respectfully, and gave him some money. "God bless you. How can I repay you? I have nothing in the world but this," pulling out of his pocket a dirty piece of paper. "It is a receipt for making blacking; it is the best that was ever seen, many a half-guinea I have had for it from the officers, and many bottles I have sold; may you get something for it to pay you for your kindness to the poor soldier."

That dirty piece of paper was the receipt for the renowned Day & Martin's blacking, and that hair-dresser became the wealthy Mr. Day whose palace in Regent's Park

rivalled in magnificence the mansions of the nobility.

The fortunes of the Rothschilds are traced to a trifling incident: A favor shown to a prince by Moses Rothschild, of Frankfort. During the French Revolution a prince of Hesse-Cassel fleeing through Frankfort, left his treasures with a small Jew banker, who agreed to take care of them for him. Afterwards the French plundered the Jew, robbing him of all but the prince's treasures, which were buried in the garden. These he dug up, and when the time of peace returned he restored the money and jewels to the prince, though he had lost his own. The prince in gratitude, besides rewarding him, recommended the honest banker to the sovereign. His business prospered and his house has exercised a greater influence in Europe than any king. This was the beginning of the great banking house of the Rothschilds.

When men neglect the common courtesies towards each other; when business men disregard their dependence upon each other for all that makes business pleasant and agreeable, it becomes a treadmill. It is the life, the animation, the beauty, the poetry of business, that gives it all its flavor. It is a virtue, too, that needs and will bear extension. Merchants are polite enough to customers who buy goods, and to those who pay money, but all are not always polite to inferiors, and to those who come to receive money. The man who cannot bear dunning should never run in debt; and the man who is insulting when dunned should feel the virtue of the law. Clerks are polite enough to their superiors in power; but they are not always polite to strangers who ask for information within their knowledge. But the main deficiency in politeness is found in what are called the lower and the higher classes.

It is always well to remember that relations in business are continually changing. The stranger to-day may be the creditor of to-morrow, and the harsh creditor of one week may be an unfortunate debtor in the next.

Now, in conclusion, permit me to say that honest and square dealing, coupled with politeness, integrity and punctuality, will, without a doubt, carry a man to success.

BIG STEAM HAMMERS.

The following is a list of some of the great steam hammers in European iron works: Terni works, Italy, 50-ton hammer, made in 1873; Alexandrovski, one of the same weight, 1874; Creusot, France, 80-ton hammer, made in 1877; Cockerill works, Belgium, one of 100-tons, made in 1886; one at Krupp gun works, Essen, Germany, also made in 1886, weighs 150 tons, and is probably the heaviest in the world.

BUSINESS-PAPER ADVANTAGES.

By NATH'L C. FOWLER, JR.

THE representative trade paper is of composite contents. It contains every form and style of matter, from the technical article to the story, and from news to humorous items.

The trade paper is at once a newspaper, a lesson book, a magazine of entertainment, and a catalogue of business.

The advertising pages of the good trade paper are virtually mirrors of success, reflecting ways and means of doing business and of increasing business.

They not only suggest commercial needs but they are guides to the reaching of those necessities.

Every reader of a trade paper reads the advertisements, for in them is the concentrated essence of business information, and the fact that they are written in the interest of the advertiser, does not remove one particle of their value to the reader.

The trade paper advertisement, if good for anything, is of mutual benefit quality, as valuable to the one who reads it as to the one who writes it.

The custom of using several trade paper pages for the reproduction of catalogue and circular matter, either printed from original plates or set by the paper, is rapidly receiving recognition, and is considered to furnish a unique and economical way of increasing the circulation and value of the catalogue.

The expense is not great, and the impression this method creates is sometimes worth more than the cost.

The fact that some manufacturers can afford to use a half a dozen or a dozen pages, or more pages, in any one issue of a trade paper, indicates that they have confidence in their goods, and that business is good, or will be good, with them.

It is positive evidence of prosperity, and everybody prefers to buy of the successful house, for the successful house can better attend to the wants of the customer.

It has been considered that the partial, or entire, reproduction of the catalogue in the trade paper, pays four distinct ways.

First, it is direct advertising.

Second, it is progressive advertising.

Third, it is impressive advertising.

Fourth, it is economical advertising.

It is impossible for this class of advertising to remain unseen, and even if it is not read it does its work, for the very impressiveness of it may be worth more than its cost.

The trade paper is a natural harmonizer and venter of business cordiality.

It reaches the inside of the trade, and is recognized by everyone interested in its line of business.

The wrapper may never be torn from the catalogue, and the circular may not be unfolded, but the trade paper is opened, read and filed, simply because it contains matter of profit.



NO SMOKE. GREAT RESULTS.
HIGH VELOCITIES
LOW PRESSURES
LONG RANGE
 EXTRA HARDENED, DOUBLE WATER-PROOFED,
 PELIABLE, SAFE, NO JAR,
 HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

**TRIALS BY ELEY BROS., AND
 "ROD AND GUN."**

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
 " 43 " 872'72 " "

**Far in excess of any other Powder,
 Nitro or Black**

Pattern 233.

**Pads Penetrated (Eley's Special) 30'6.
 Pressures 2'17 Tons Only.**

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '260 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
 Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St
 Montreal.

**The R. A. McCready Co., Toronto, carry
 stock and are agents for Toronto and dis-
 trict.**

H. S. HOWLAND, SONS & CO.

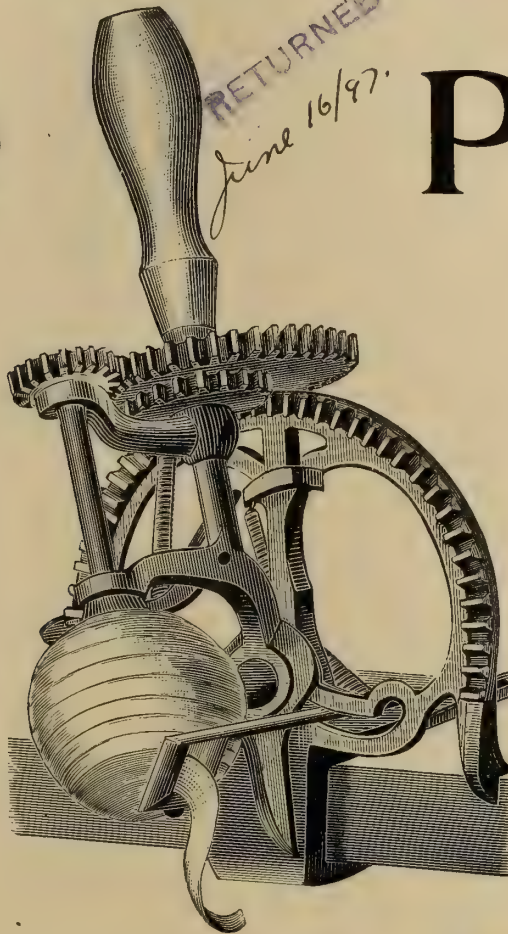
WHOLESALE HARDWARE
MERCHANTS

... Toronto

Apple

Parers

Season
1896



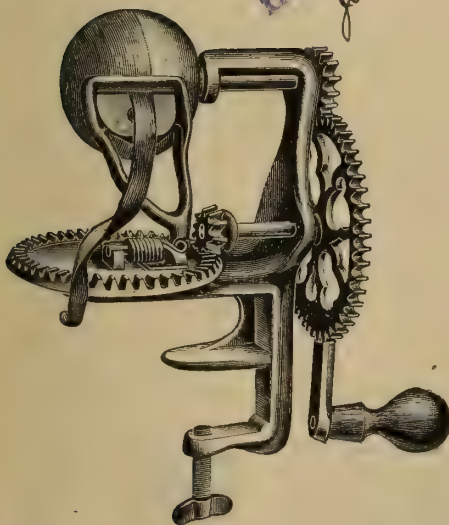
GOODELL'S

New Lightning

FASTEST HAND
PARING MACHINE
IN THE WORLD.

PACKED ONE DOZEN IN BOX

WEIGHT, 47 LBS.



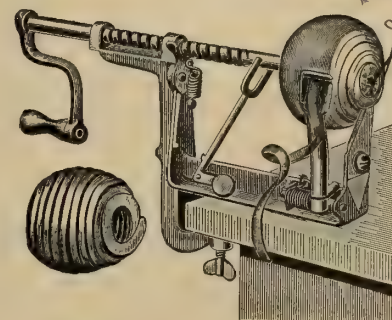
GOODELL'S

Turn Table

STRONG AND
RELIABLE
1 DOZ. IN BOX
WEIGHT, 35 LBS.

OUR

PRICES RIGHT



PARER
CORER
AND
SLICER

WHITE MOUNTAIN

1 DOZ. IN BOX. WEIGHT, 25 LBS.

Guns, Rifles, Revolvers and Ammunition. Axes, Cow Chains, Lanterns, X-Cut Saws and Files

Graham Cut and Wire Nails are the Best.

Send us your orders. Prompt shipments.

H. S. HOWLAND, SONS & CO. - TORONTO

THE CREDIT QUESTION.

THE following is an extract from an address delivered by J. G. Cannon, vice-president of the Fourth National Bank, New York, before the National Association of Credit Men at Toledo :

Modern commercial firms cannot exist without borrowing; and if their financial condition and their balances at bank warrant them in asking for funds, they are entitled, as a matter of commercial custom, to the money, and the whole matter of borrowing is thus placed upon a business basis and depends not merely upon favoritism.

When a statement is received it should be carefully analyzed. It is especially desirable to investigate the personal record and character of the would be debtor, for, after all, everything depends upon his honesty. The psalmist says: "The righteous is ever merciful and lendeth: the ungodly borroweth and payeth not again," and the truth of this verse of Scripture is fully exemplified in this day and generation. The sacred writer also says, "The borrower is servant to the lender:" but sometimes it seems as if this was reversed, as many borrowers assume a position where they believe themselves masters of those from whom they secure credit.

In investigating the honesty of an applicant for credit it is always well to find out in an indirect way his idea as to what constitutes honesty. Another point which should receive attention is the man's ability; also the circumstances under which he started business life—whether he made his money by his own efforts, or it came to him through the assistance of his friends or relatives, or he inherited it.

A statement should show how much stock a concern carries, what its indebtedness is, on what terms it sells its goods and whether its credits are settled by note. One should also ascertain what are the firm's running expenses and what amount is withdrawn by its members for living expenses; what accommodation it receives at its bank, and whether it is out of debt once or twice a year.

One of the principal points for investigation is the manner in which a concern buys its goods, and whether the buyer has a proper idea of what he buys, and buys in accordance with his requirements. Injudicious buying and the piling up of undesirable stock will seriously impair the resources of any concern and place it in a position where it will be difficult to turn its merchandise profitably. The old adage runs: "Goods well bought are half sold."

All statements should be analyzed with liquidation in view.

There are, generally speaking, two classes of people who make failures; first, those who will not talk at all; second, those who will tell all that anybody wants to know and a considerable more besides. A credit man should beware of both under ordinary circumstances.

Many credit men make bad debts because they do not pay enough attention to little things; in other words, they do not appreciate the force of the saying that "straws indicate the way the wind blows." To illustrate: A friend of mine some time since cited an instance where he had turned a

party down because of information received by a member of his family from their dressmaker, to the effect that this party was not paying the dressmaker's bills promptly. He also told me of a livery stable keeper who had given him valuable information which caused him to refuse credit to a man who had become dilatory in paying his livery bills and who, a little later on, failed. Many credit men hear and know things about those to whom they are granting credit, that they do not at the time regard as significant; but when the concern fails they are reminded that they heard so and so a few years before. If they had followed up these leads, they would probably have escaped loss.

It is especially desirable also to investigate each firm closely and frequently. A great many losses are incurred because credit-men consider a man good for the reason that he has been good in the past. Each case ought to be carefully investigated about every time it comes up, in order to ascertain if the party is holding his own, making advancement, or running behind.

An excellent idea can be gained regarding the credit of concerns by ascertaining the class of firms from whom they buy their goods. A poor credit risk may do business with one or two first-class houses; but it will be difficult to do business with a dozen or more houses of high standing, as houses that pay close attention to credits are not likely to sell a party of doubtful reputation. In other words, if a dozen good credit-men whose business it is to investigate a man's good standing and character, look him up thoroughly and are ready to sell him, it hardly stands to reason that all of them will be led astray; consequently, if you find a man dealing with a number of first-class houses, you can sell him more freely than you otherwise would.

The manner in which a firm pays its bills is an important subject for enquiry, for if a concern borrows money in the open market and also allows its bills to run to maturity, it plainly indicates that something is wrong, as it is virtually burning the candle at both ends.

The sales, capital and terms on which a house sell its goods should be carefully considered and compared. There is a proper relation between them, and a mathematical calculation will prove the truth or falsity of the statement. If we have data covering these points, together with a detailed statement, we can form a good judgment of the credit of a concern. These facts will also serve to bring to light any dead or doubtful assets, and they will frequently show whether a concern has the capital it claims. I therefore consider this information of great importance, and it should be the aim of every credit-man to obtain it.

A man's personal habits should be closely enquired into, for if he is loose in these he cannot be expected so to change his life that he will be straight in his business affairs. This leads me to say that I hope this association will give its closest attention to the punishment of those people who make false representations of their condition and thus obtain credit when their financial affairs do not warrant its extension. Another thing of which I am firmly convinced is, that where a concern fails and pays a dividend of only twenty-five per cent. or less, when it goes into business again it should not be

accorded the same terms and privileges as a firm in the same town that has paid one hundred cents on the dollar for its stock; in other words, a man who has compromised his credit should not be placed upon a plane of equality with a man who is strictly honest and honorable and has paid dollar for dollar. Too frequently the trade are anxious to commence selling to a man immediately after his failure and compromise, which only serves to encourage dishonest practices.

Dishonesty and fraudulent failures are attracting too little notice, and the parties are too often allowed to escape unscathed; whereas, if they were held to a strict accountability for their crimes, it would clear the business atmosphere and the result would be of great value to the mercantile community. Its moral influence would be excellent, and it would be plainly indicative to other dishonest debtors that they must expect the same fate. I sometimes feel that banks and mercantile creditors are in a measure responsible for allowing guilty parties to escape merited punishment. When a dishonest failure occurs, creditors are often too anxious to secure whatever dividends may be coming to them, and this encourages the swindler in carrying out his nefarious practices.

The head of one of the largest mercantile houses in this country told me some time ago that he had caused the imprisonment of a man for deceiving him as to his financial affairs, with the result that had been surprising; and since that time, in a number of cases, parties on the verge of making an assignment had come to him and squared up their accounts simply because they were fearful lest he should push them if they failed while owing him.

There is no good reason, to my mind, why parties who are guilty of making fraudulent failures should not be punished to the fullest extent, for there is little difference, if any, between a man who robs you of your purse and one who, by a successfully constructed network of falsehoods, has obtained money or its equivalent in merchandise from an institution or firm. Dishonesty and deceit are at the bottom of these failures, and men with propensities in that line are certainly better behind the bars, where they are restrained from doing further evil.

I am thoroughly convinced there should be erected a bar of public opinion beyond which these dishonest parties cannot pass. They should be ostracised from the society of all honest and upright business men, and should be made to pay the full penalty of their acts.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

THE MERCANTILE GUERRILLA.

THERE can be no question but that irregular methods of doing business are among some of the more prominent causes of demoralization and disaster. It is an old saying that there is no sentiment in business, and in a strictly commercial sense this is so. It is, however, impossible to separate the man from his business. If he is avaricious, or tricky, if he is vain or pretentious, if he lacks in judgment, or is overloaded with impulsiveness or indiscretion, he carries his vices or failings into his business, as he does his skin into a bath tub. He may be submerged in groceries, dry goods, hardware or pig iron, but the man in the centre of the pile colors his business, as the glass of a signal light makes it red or green. The idea that a man leaves his character, whether good or bad, on the street side of his office, and is cut and dried to a certain shape, as is a paper collar or a tin soldier, is if a prevalent yet a mistaken notion. If a man has a conscience he cannot hang it up with a latch key—if he has none, being in business will not supply the missing article. In our business establishments, as in Noah's Ark, the clean and the unclean, the lamb that eats grass and the wolf that eats lamb, are all enclosed in the same building. This menagerie will always exist, and no matter how

business men may organize for mutual protection, and how perfectly they may formulate their maxims of trade, the vices as well as the virtues of men will show themselves. Uniformity of character is impossible either in cats or dogs, men or women. Hence the secret of much that is discreditable, selfish and irregular in business lies beneath the lining of the vest and the curvature of a rib. Bad debts are piled up in pyramids; the constable and the sheriff rake in the fees at all seasons of the year; dishonest men fill up their shelves with goods that are never paid for; men rush into business with as little fitness for the same as a blind man would have in running a locomotive, and others sell goods at a loss, expecting to find golden eggs in the nest of a dead goose. All this is possible behind a stone front and a gilded signboard, or an elegant office chair, or in an artistic enclosure of bronzed lattice work. Hence the world of business can never be free from its troubles and uncertainties, its fools or its knaves. There might be less of these, however, if these evils were not encouraged as they too often are. In pushing business, prudence is often forgotten, inducements are offered to unreliable men, and risks assumed that savor more of a betting ring than a business house. Prices are butchered and values demoralized, and one might as

reasonably expect to make a necktie of a rainbow as to secure prosperity by such means. It is done, however, every day, and those who hire the piper must pay for the music.—Age of Steel.

TRADE IN DULL SEASONS.

Dull seasons eat into the year's profits and by some may be considered unavoidable. Some stores make the dull season a busy one by attracting customers. A correspondent of Iron Age suggests that bargain counters and bargain windows be introduced for the months of January, February, July and August, as follows:

Start off with a 50-cent window and a 50-cent counter. Put in a sample of every article you would be glad to sell at that price. Be sure to put in some real bargains for attraction. Keep it up a week or two and then change to a 25-cent window and counter, then 10-cent and 5-cent ones. You can also try a \$1 scheme and finish with a promiscuous window and counter, all bargains having plain price figures. You will find this plan unusually attractive, especially to transient trade. You will find that you lose very few regular sales, as most of the articles will be bought by bargain hunters and by your customers who had no idea of buying the article, but just take it because it is so cheap, and you are kept busy in the dull season, and when the busy season arrives you are rid of a great deal of dead stock.

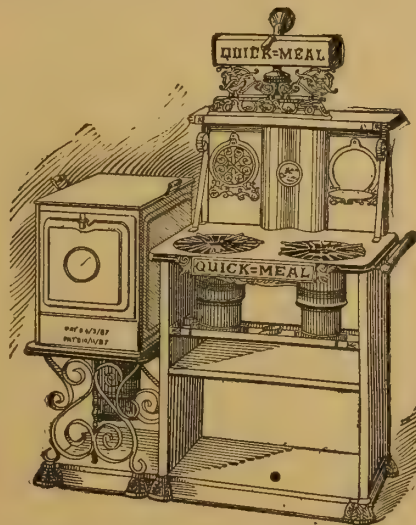
SEASONABLE GOODS

That you can't help turning over quickly because every body wants them, are

Quick Meal

Gasoline Stoves

They are famous and reliable, of simple and ingenious construction, absolutely safe and easy to manage. We have a full line of different sizes and styles, and the **prices are right**. Send for our catalogue for full details. You'll find them wonderfully "Quick Sellers."



OUR . . .

Oxford Gas Ranges

Are noted for their handsome appearance and strict mechanical perfection. Specially perfected Valves and Burners make them the popular gas stove everywhere.

DON'T TRY TO DO WITHOUT THESE LINES

Manufactured by

The GURNEY FOUNDRY CO. Ltd.
TORONTO

The GURNEY MASSEY CO. Ltd.
MONTREAL

THE COMPLAINTS OF CUSTOMERS.

THE ideal business is conducted without friction, says an exchange. Everything moves along without jar, and the proprietor is never troubled by strife within, or complaints from his clients, but each year as it rolls round to its close displays one of prosperity and profit. That this ideal business does not exist we are inclined to believe. There are always some things going wrong, even in spite of the best organized effort; and one of the things which tends to cast a cloud over business prosperity of any house is the complaints of customers.

No matter how perfect the system, or how closely every detail is attended to, there will be little misunderstandings and disagreements suddenly crop out, and cause some customer to become dissatisfied or offended at the manner in which he is treated. The cause of disagreement may be but slight, yet it generally calls for prompt and careful treatment or a customer is lost. When the cause of the trouble is known it is more easily remedied. But oft-times people get offended, and the business man is ignorant that there is anything wrong. Every business man should keep a close watch over his books, and notice when any account gradually grows less and less until it is ended, or an otherwise good buyer suddenly ceases to buy. He should make it a point to find out, if possible, the reason, and if he is as shrewd as he should be, he can generally do so.

By making enquiries, he will, in most cases, learn that the party is buying elsewhere because of some grievance. This grievance may be either real or fancied. Very often it is a fancied one, and a short conversation with the proprietor himself will generally bring about a reconciliation. But in many cases a real cause of dispute does exist, and the customer has reason to consider himself unjustly or carelessly treated.

In a matter of overcharge it is generally the better plan to make concessions, even more than justice would demand, rather

than not fully satisfy the customer. Some people are so unreasonable that it is hard to satisfy them, but it pays in the long run to do so, even if there is not any profit left in the transaction, as it should be made an invariable rule to satisfy every customer if you desire to retain his trade and build up business. A dissatisfied customer may do a good deal of harm. If he kept his grievance to himself it perhaps might not make the matter so bad, but beside losing his trade you lose his good-will, and this means a great deal to anyone doing business. If you get a former customer's ill-will, he can do you a great deal of harm if he is so disposed. It is always desirable to make as few enemies and as many friends as possible in business.

In every business which has grown to be a successful one, it will generally be found that one of the primary principles on which its success has been achieved has been to retain, as far as possible, the good-will of everyone who has any dealings with the house, and endeavor to not engender the ill-will of any. Another cause of dissatisfaction is in refusing to make donations to some object, generally religious, with which some customer is identified, and for which he may be soliciting aid. Leaving out the question of moral obligation or duty, if the request is not in some way responded to offence is given and trade is lost. It pays to give to many calls of this kind, purely as a matter of business. The contribution need not be large. It is an advertisement to the house and generally pays well. One instance came under the writer's notice, where the proprietor of a wholesale house was asked to contribute to a church building fund and generously responded. The result was that the asker of the donation, who had previously bought little of the wholesaler, became a regular customer, and bought largely; while in another case a wholesale house being asked for a donation of this kind, the proprietor, who, though he could have well afforded it, refused to give any-

thing, and turned the matter off by writing a very polite note. But his politeness failed him in this case, and a customer, whose trade was worth hundreds of pounds during a single year, was lost, and no amount of coaxing was sufficient to bring him back again. The demands for money for these objects are very frequent, but where a client of the house is in any way connected, it is the surest way to give something, for if the opposite course is chosen it is almost always sure to cause offence.

Complaints are sometimes made of the inattention of assistants. Every effort should be used to prevent such complaints being made. Prompt attention to customers should be the rule. It is in the majority of shops, we believe. But in some there is neither the rule nor the observance.

Ordinary slowness in tying up a parcel or waiting on a customer can be condoned. But to allow a customer to stand in a shop awaiting the pleasure of those who should be awaiting his or her pleasure is one of the unpardonable sins of trade. Every man behind the counter should remember that the customer is not seeking his pleasure, but that it is his duty to await the pleasure of the customer, whether that customer be rich man or poor man, woman or child.

PLEASES THE BARGAIN-HUNTERS.

In To-day Mr. Jerome says: I remember, many years ago, having a chat with an old fellow who kept a small ironmonger's shop in Three Colt street. I wanted a cooking-stove. He showed me one marked at a price 2s. dearer than I knew I could get precisely the same article at a shop not a hundred yards off. I explained this to him, and he promptly knocked off 2s. 6d. I asked him why, if he was willing to take 14s. 6d., he marked the thing at 17s. His answer was: "Well, to tell you the truth, sir, I find customers like bargaining. If I were to ask them 14s. 6d. for this stove, half of them would offer me 12s. So I mark everything a little more than its proper price, and let them beat me down. It pleases them, and it doesn't hurt me."

BOWMAN, KENNEDY & Co.

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR . . .

**Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.**

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

DO YOU REQUIRE
LINSEED OIL - TURPENTINE

PRICES ARE LOW AND FAVORABLE

Sanderson Percy & Co. 61, 63 and 65 **Toronto**
 Adelaide St. West.

"JUST A LITTLE BETTER THAN THE BEST."

THE PLEASURE OF CYCLING

Is the running of your wheel, the ease
 with which you ride.

BEARINGS

Please examine carefully the bear-
 ings in the

M^cCREADY

Bicycles and find out for your own personal satisfaction whether we are justified
 in making the claim that we distance all other manufacturers in this direction.

LIVE AGENTS WANTED

The R. A. McCREADY CO. Ltd., 219-221 Yonge **Toronto, Ont.**
 Street

How are you off for these?

SAUCE PANS (Iron) Tinned and Enamelled
 ROUND POTS (Iron) Tinned and Enamelled
 SCOTCH BOWLS Tinned and Enamelled
 MASLIN KETTLES

We are quoting low. Write for prices.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Aug. 21, 1896.

HARDWARE.

VERY little of interest has developed during the past week. In wire, about the only feature is a demand for hay-baling wire. Horseshoes are in fairly good request. Considerable business is to be noted in brass and copper wire. Business is fair in rope. In other lines the conditions are much as before.

PLAIN WIRE—The demand for hay-baling wire has steadily improved, and a more active trade has been done during the week. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—The market is steady, with a moderate trade doing. We quote as follows: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—A fair business is reported in cut nails, on the basis of \$2.75 f.o.b. Montreal.

WIRE NAILS—Trade in these continues of a moderate character. We quote discounts 70 and 10 f.o.b. Montreal for Quebec, and

70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—There has been no improvement in the demand, and the discount is unchanged at 50 per cent.

HORSESHOES—A fairly active trade is reported in this branch of the trade, orders from the country having been more numerous. We quote: Iron, \$3.50, and steel \$4.75 to \$5.75.

PRESSED SPIKES—Demand fair and discounts unchanged at 30 to 35 per cent.

SCREWS—The demand continues active for screws. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—In copper wire considerable business has been done. Discounts 12½ per cent.

CARRIAGE BOLTS—A fairly active trade is doing in these. Discount 60 per cent.

IRON RIVETS—The turnover is satisfactory for the time of year. Discounts 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—A fair trade is reported. Discount 50 per cent.

BINDER TWINE—The demand has fallen off some and the market is quiet and steady. Nett spot price is 6¼ to 7¼c. as to brand.

ROPE—Business continues fair and prices are about steady. We quote: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ to 8¾c. for 7-16 and upwards.

BELTING—There is no change and a fair trade is doing. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra, and 50 to 60 per cent. on No. 1.

CUTLERY—The demand has continued of a small jobbing character, but the prospects are encouraging for the future.

APPLE PARERS—A steady demand is experienced for these from \$5 per dozen up.

ICE CREAM FREEZERS—Buyers have now filled their wants and sales are slow. We quote \$1.40 to \$7, as to size.

CHURNS—The demand is fair. Discount steady, 70 off the list.

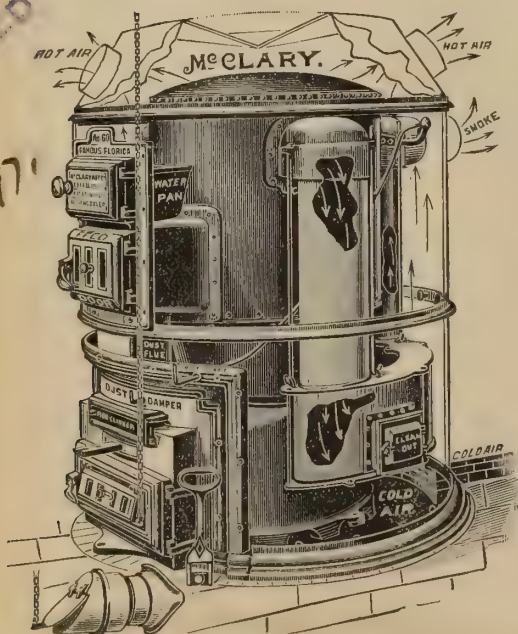
CLOTHES WRINGERS—Sales slow. Prices unchanged at \$26.50 to \$27.

AXES—There is no change. Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—The market in unsettled and prices are irregular. Demand fair. We quote: Plain, 30 to 35c.; tarred lining, 40 to 45c., and do. roofing, \$1.40 to \$1.50.

CEMENT—The demand is slow and market dull. We quote: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—A fair business doing at \$16 to \$21 per 1,000, as to brand.



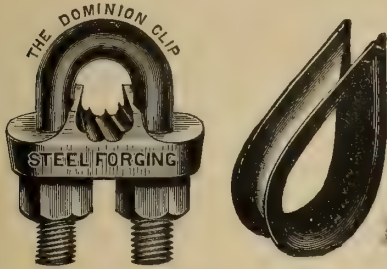
The "Famous Florida" Coal Furnaces

Our idea of a steel dome furnace with down draft steel pipes to a low steel radiator, has proven most successful. An immense radiating surface has been secured economically, obtaining all heat units. Note by cut the distance of heat travel. This year in Nos. 40, 50, and 60 we will give option of flat or revolving grates. Every user and dealer satisfied.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

A Suggestion

Don't keep your stock of horse nails in open boxes. You cannot retail them in small lots without losing money, or at least sacrificing your profit, on account of loss of weight in frequent weighing. We have our "C" brand put up in nice cardboard boxes of one pound, and also of five pounds each, both packed in boxes of 25 lbs. each. You can keep what you require for retailing in this form on your shelves, the same as tacks and screws or other shelf hardware. Order a small assortment of sizes from your dealer of our "C" brand. We supply them to the trade. Our name is on each box.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best
Shop Windows.** The whitest and most brilliant.
For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

METALS.

The heavy iron and metal market continues to rule quiet, and values show no important change.

PIG IRON—There is very little foreign iron coming forward, and trade is quiet. We quote: Summerlee and equal brands, \$19 to \$19.50. Carron, \$19.50, and domestic pig, \$16.50 to \$17.50, according to grade.

BAR IRON—The demand is chiefly for small lots to fill actual requirements, and prices rule steady at \$1.55 to \$1.60.

HOOPS AND BANDS—Prices are steady for both, with a small trade doing at \$2.30.

SHEET STEEL—Quite and unchanged at \$2.50 to \$2.75.

TINNED IRON—Prices have an easy tendency and sales are slow at \$5.75 up to 24 gauge.

LEAD PIPE—Some fair-sized orders have been booked for pig lead, but, on the whole, trade rules quiet at \$3.25.

GALVANIZED IRON—Orders coming forward are principally for small lots, and the market is quiet. We quote: Queen's Head, \$4.25 to \$4.50, and Lion brand, \$5.25 to \$5.50.

INGOT TIN—There is no change, trade being quiet at 16½c.

INGOT COPPER—Demand exceedingly slow and prices are easy at 12 to 13½c., according to quality.

SHEET COPPER—There is a moderate demand at 16c.

IRON PIPE—No improvement; sales slow at 50 to 70 and 10 per cent. off the list.

CANADA PLATES—The demand continues slow and prices rule about steady at \$2.25 to \$2.30.

TIN PLATES—Stocks are ample and the jobbing demand is only fair. We quote: Cokes, \$2.75, and charcoal \$3 to \$3.25.

TERNE PLATES—The feeling in these is firm and values are fully maintained at \$5.75 to \$6.25.

SOLDER—Unchanged, at 11½ to 13c.

SHEET ZINC—Quiet and steady, at 5 to 5½c.

SPELTER—Demand in a small way moderate, at \$4.50.

ANTIMONY—Dull and unchanged, at 10c.

GLASS.

This market is quiet and easy and present prices would no doubt be shaded for round lots. We quote: \$1.30 for first break, \$1.40 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business in this branch of the trade was very quiet and prices show no important change.

WHITE LEAD—In limited demand. We quote: Choice brands Government stand-

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

ard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Quiet with no change in prices. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—The demand continues fair at steady prices.

LINSEED OIL—The demand is slow and as stocks are large prices have a downward tendency. We quote 48c. for raw and 50c. for boiled, Montreal terms.

TURPENTINE—There is an easier feeling and sales have transpired at 38c. to 39c., less 3 per cent. 30 days.

SHELLAC—Unchanged and quiet. Pure orange, \$2; white, \$2.25.

CASTOR OIL—The market is almost bare of stock and prices are firmly held at 7½ to 8½c.

NAVAL STORES—Demand moderate and prices unchanged. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The demand is up to the average for this season. Cables report an easier feeling in cream of tartar. We quote as follows; Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

HIDES.

The market is dull and easy, a further decline of ½c. anticipated for next week. We quote: Beef hides, 5½c. for No. 1; 4½c. for No. 2, and 3½c. for No. 3.

ASHES.

A fair business has been done on foreign account. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05, and pearls, \$4.55 to \$4.60 per 100 lbs.

PETROLEUM.

Demand improving, and prices extremely firm. We quote: Canadian refined, in car lots, 15½c., 20 barrels 16c., smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

ONTARIO MARKETS.

TORONTO, Aug. 21, 1896.

HARDWARE.

FOR the season of the year trade during the past week has been fair. It has, however, not been marked by any strong features. The line in which the most activity has developed since our last review is sporting goods, a great deal of ammunition and a good many guns having gone out. Business is moderate in wire nails, but there is nothing doing scarcely in wire. Trade is beginning to open up in such fall specialties as coal hods, stove boards, grain scoops. The demand for apple parers is still being maintained. Payments are fair.

ORDINARY FENCE WIRE—Receiving little or no attention. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Dull as before. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—Business is moderate. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

CUT NAILS—No improvement. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is still fair. Discount, 50 per cent.

HORSESHOES—The fair conditions noted for the past couple of weeks have been maintained. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—There is the usual business being transacted. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Business is still fairly good at the unchanged discount of 10 to 12½ per cent.

CARRIAGE BOLTS—Business is good at unchanged prices. Discount 60 per cent.

RIVETS AND BURRS—Trade still fairly active. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

BINDER TWINE—Only a few orders being received. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. Rebate of ½c. per lb. on 50 ton lots.

ROPE—Quiet. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—A fair quantity is going out. We quote discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—There is still only a little sorting up trade being done.

SPORTING GOODS—This is about the most active feature of trade at the moment. Ammunition is going out briskly, and a great many guns are going out, particularly to the eastern part of the province. A few rifles and revolvers are also being called for.

APPLE PARERS—The demand keeps good. Ruling prices are from \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—Trade is fairly active. Among the articles going out baths and closets occupy a prominent place.

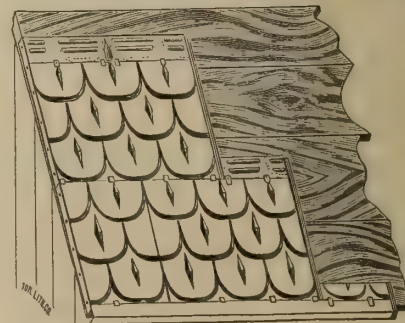
ICE CREAM FREEZERS—Not much doing. We quote \$1.40 to \$7, according to capacity.

CHURNS—Quiet. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Are in fair demand at \$26.50 to \$27 for small lots.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

TOOLS—There is scarcely anything doing in harvest tools. Grain scoops are beginning to move.

GARDEN HOSE—Not much doing. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5

BUILDING PAPER—Quiet and featureless. For small quantities we quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs.

TINWARE, ETC.—There is a good demand for granite and enamelled ware. Orders are being booked for stove boards, coal hods, elbows, dampers, etc.

METALS.

There is no particular change to note. The demand for heavy metals is, as a rule, light.

PIG IRON—Local foundrymen bought their stocks of pig iron in the spring, and consequently there is no demand. The market is weak as far as prices are concerned.

BAR IRON—Dull and weak. Base price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is fair. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—There is not much doing. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Business is merely moderate. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Exhibits no activity this week. We quote as follows: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

GALVANIZED IRON—The demand is moderate, but without special feature. We as follows: "Queen's Head or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¾c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less.

LEAD PIPE—A good business is being done. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

SOIL PIPE—Business is moderate only. Discount 60 and 5 per cent.

PIG LEAD—There is not much doing. We quote: 3¼ to 3½c.

INGOT TIN—The market is steady as far as prices are concerned. Present prices in New York are below the cost of importation.

Corrugated Conductor Pipe

Ten feet long without a cross seam.
Made of 26 Gauge Galvanized Steel.
Warranted not to burst when full of ice. Fits accurately. Saves labor.
Send for price list.

METALLIC ROOFING CO., LTD.,

Wholesale Manufacturers
Cor. King and Dufferin Sts.

TORONTO

Locally business is much about the same as a week ago. We quote 16 to 16½c. for small quantities.

INGOT COPPER—Business is moderate. We quote 12½ to 13c.

SHEATHING COPPER—There is demand for small lots. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Some large import orders have been booked during the week. Shipments from stock are fair. We quote as follows: English, ¼, 60 and 10 per cent.; ¾ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 67½ per cent.; ¾ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is quiet and prices unchanged. We quote: 1½ inch., 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—The demand keeps fairly good. We quote as follows: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—A good import demand is reported. We quote: All dull, \$2.30; half-polished, \$2.25 to \$2.35; all bright, \$3.25.

TIN PLATES—The demand is light. We quote as follows: Charcoal, I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Very little doing. Ruling quotations are: Quarter inch, 4¾c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, \$6.25; I X, \$7.50.

ZINC SPELTER—Quiet and unchanged at 4½ to 4¾c., according to quality.

SHEET ZINC—Trade is fairly good. We quote 5c. for cask lots and 5¼c. for small lots.

ANTIMONY—Quiet at 8 to 9c. for Cookson's.

OLD MATERIAL.

Business is a little better than it was. We quote: Agricultural scrap, 47½ to 55c per cwt.; machinery cast, 47½ to 50c. per cwt; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 40 to 45c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7½c. per lb (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6 to 6½c. scrap lead, 2c.; zinc, 1½ to 1¾c.; scrap rubber, ¾ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs

GLASS.

Another advance of equal to about 8 per cent. has taken place in the Belgian window glass market. Local dealers in sympathy are marking up their figures, although there is still a wide range in quotations, first break in 50-foot boxes varying from \$1.20 to \$1.35. The change is dealt with more fully in our editorial pages. Plate glass is still being actively enquired after.

PAINTS AND OILS.

The paint and oil trade is still quiet. Putty is a little easier, in sympathy with linseed oil. Jobbers are still making a brave effort to get higher prices for white lead. Trade is picking up a little in prepared paints, and from this out, for the next month or two, may be expected to improve.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks,

\$4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c.; drums, 14 to 14½c.; 1-lb. packages, 15½c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 50c.; ditto, 5 to 9 barrels, 49c.; boiled, 1 to 4 barrels, 53c.; ditto, 5 to 9 barrels, 52c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 2c. per gallon less than above quotations

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7½c. per lb. and 8 to 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are unchanged, with cured quoted at 6¾ to 7c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 40c. and pelts at 25c.

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

TALLOW—Unchanged at 3¼ to 4c. for rendered and 1¼ for rough.

PETROLEUM.

Trade, if anything, is a little more active than it was, and prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES.

Putty is easier in sympathy with linseed oil.

The McClary Manufacturing Co. are experiencing a good demand for furnaces and enamelled ware.

Window glass has advanced another 8 per cent. in Belgium, making a gain of 16 per cent. in a few weeks.

Bowman, Kennedy & Co. have just received a very large consignment of 100,000 "Empire" clay targets. Write for special price.

The Western Wire Nail Co., of London, have twice this year been compelled to en-

large their factory on account of increasing business.

Bowman, Kennedy & Co. report large sales of Schultze's powder, Eley's shells and sporting goods. They make a specialty of these lines.

The John Griffiths Cycle Corporation, Ltd., Toronto, report that their business in guns has so far exceeded by far that of last season up to the present time.

Bowman, Kennedy & Co., of London, have just received by steamer Scotsman large consignments of Sheffield cutlery. They offer splendid value in new lines.

H. S. Howland, Sons & Co. report that their stock of sporting goods, including such lines as guns, rifles, revolvers, "Dead Shot," and smokeless powder, is complete. Catalogues will be furnished on application.

The B. Greening Wire Co., Ltd., have already sold more fruit drying cloth this season than they did the whole of last, although the season is only just starting. The firm has all sizes and widths in stock.

Hobbs Hardware Co., London, have now in stock a full line of loaded shells and other ammunition, and will be glad to receive enquiries from their friends for quotations. Sporting goods is one of this firm's specialties.

UNITED STATES MARKETS.

NEW YORK, Aug. 21, 1896.

PIG TIN—Lower London cables operated to weaken values here in the absence of better demand or offsetting feature of any kind. On 'Change, 20 tons were sold at 13.25c. for August delivery, and business was effected outside at prices on the basis of 13.35c. f.o.b. for five-ton lots.

COPPER—Purchases for consumption and export were moderate, and the demand generally was slow. Values are without radical change, yet rather weak at 10¾c. to 11c. for Lake Superior ingot, 10¾c. for electrolytic and 10¼ to 10½c. for casting stock.

PIG LEAD—Under the influence of unfavorable London advices the market remains in a weak condition, with 2.70c. about the top price for prompt or near future deliveries. Buying is on a moderate scale and the demand slack. London cable quoted £10 16. 3d. for soft Spanish.

SPELTER—There is no improvement whatever in the demand, and the market remains in a dull condition. Prices are unsettled and weak on the basis of 3.75 to 3.80c. for ordinary western. London cable quoted an advance to £17 2s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet, with prices barely steady. Regulus quoted at 7¾c. for Cookson's; 6¾c. for Hallett's, and 6½c. for Japanese, from store.

TIN PLATE—There is no improvement in sales or in the demand, and the condition of

the market is unchanged, prices being held firmly in the absence of freer offering.

IRON AND STEEL—No developments of importance were discovered in any branch of the market. Business continues slow, and values remain more or less easy.

THE NEWS FROM HALIFAX.

THE annual meeting of the Halifax Hardware Merchants' Association was held on the 14th inst., when the reports of the sec.-treasurer and directors were read. The reports showed the association to be in a healthy condition and doing good work. The new officers are:

President—W. C. Brine.

Vice-President—A. M. Bell.

Directors—Geo. E. Smith, Edward Stairs and Frank J. Craig

Sec.-Treasurer—George J. Metzler (re-elected).

The new officers are men of considerable importance in the hardware community. President Brine is a member of the firm of H. H. Fuller & Co.; Vice-President Bell is the senior member of the firm of A. M. Bell & Co.

The Master Plumbers' Association of St. John and vicinity have elected the following officers for the ensuing year: President, Thos. Campbell, St. John; 1st vice-president, J. H. Doddy; 2nd vice-president, Hamilton Kitchen, Fredericton; secretary-treasurer, Peter Campbell, St. John.

The investigation into Alderman Musgrove's charges of crookedness in regard to the awarding of the contract for the city hardware was opened on Tuesday evening and proved to be one of the liveliest civic committee meetings ever held in Halifax. Compliments were exchanged between the Mayor and Alderman Musgrove, but no wrong doing was proven. Another meeting is to be held. The case is exciting considerable interest in Halifax. The local press is full of it.

PERSONAL MENTION.

W. Stevely, of W. Stevely & Son, London, Ont., has just returned from a trip abroad, where he went in search of health. His friends will be pleased to know he is quite restored.

C. J. Shurly, of Shurly & Dietrich, Galt, was in Toronto this week. He reports that his firm is busily at work making preparations to get out harvest tools in time for next season's business.

Mr. E. Gurney, president of the Gurney Foundry Co., Toronto, is wearing a more than usually happy smile this week. He was, on Monday last, made a grandfather for the first time.

Mr. A. A. McMichael, vice-president of the James Robertson Co. and manager of the Toronto branch, is in Montreal this week.

Mr. George Moore, of Hawkestone, was in Toronto this week placing an opening

ESTABLISHED 1860

INCORPORATED 1895

Fire Shovels

"DUPLEX"



Made of the best sheet steel, heavy and extra strong. The handle is made of two pieces, forming an oval, and the scoop is rivetted between, thus uniting three thicknesses of metal at the junction of the handle and scoop, imparting great strength where most required and where the strain is greatest.

The Thos. Davidson Mfg. Co. Ltd. - Montreal

STOVE BOARDS, COAL HODS, ELBOWS, ETC.

order for hardware. He has decided to go into the retail hardware business in that town. Mr. Moore was formerly a clerk with W. H. Manning, of Coldwater.

Miss Payne, the daughter of Mr. W. Payne, manufacturer of water-works supplies, Fostoria, Ohio, is in Toronto, the guest of Mr. V. T. Tobias, manager of the Toronto branch of Clauss Shear Co.

Mr. A. F. McPherson, of the Montreal Rolling Mills Co., was in Toronto this week.

Mr. S. P. Gourlay, of St. Catharines, was in Toronto this week.

ONTARIO HARDWARE ASSOCIATION

THE annual meeting of the Ontario Hardware Association held in Palmers-ton on Thursday, the 13th inst., was a successful affair. As one of the officers remarked: "It looks as if the Ontario Hardware Association was here to stay."

The president, Mr. D. C. Taylor, of Lucknow, presided, and there was a good attendance.

Mr. Bricker, the vice-president, read an interesting and instructive paper on "How to Get and Retain Customers." This paper will be found in full in another column.

A grievance that was pretty well threshed out was that caused by certain manufacturers and wholesalers selling goods to the consumer. A list of the sinners of this description was made out, and the secretary was instructed to notify all the members not to buy goods from firms who continue doing this. Any member who knows of any firm doing this is expected to notify the secretary, and he will notify all the members.

The old officers were re-elected and a strong executive committee was appointed. This committee will meet frequently to address grievances and do business that will be a financial benefit to the members of the association.

The officers of the association are: President, D. C. Taylor, Lucknow; vice-president, S. Bricker, Listowel; sec.-treas., W. J. Falconer.

In the evening the Executive Committee

met and arranged the prices of a number of the staple articles. The secretary was instructed to get the list printed and send a copy to each member. This list is being sent out this week.

Said an officer to **HARDWARE AND METAL**: "A number of the members stated it had already borne fruit. In many towns where there were two or more dealers, if they met on the street and recognized each other at all it was done coolly, if indeed civilly. Now they had been brought together and had got better acquainted and had found that the other man was only mortal like other people. In a number of instances these dealers in the same town had had a little meeting of their own, and had arranged that all should have the same price for many of the staple articles. Before this, perhaps Mr. Jones would be selling nails and wire at cost and trying to make his living out of other lines, while his opposition, Mr. Brown, was using glass and hinges for his drawing-card. The fact that one dealer sells one line of goods lower than his neighbor, only makes the customer dissatisfied, and makes him think he is being gulled. The customer may go and deal with this man, but it will be only for a time. It won't be long till he thinks he is being gulled again. This has certainly been the state of affairs for a number of years among the retail trade. It ought not to be. Wholesalers have a uniform price, and so should retailers. The association does not propose to increase prices, but to have them more uniform."

All retail hardware, stove and tinware dealers doing business in the province of Ontario are eligible for membership in the association, and dealers engaged in any one of these lines can become members by sending their names, accompanied by \$2 membership fee, to Secretary W. J. Falconer, Palmerston.

A NEW HORSESHOE.

A new kind of horseshoe is being introduced, which is fitted with hard rubber corks, which do not slide on the asphalt. If the rubber can be made durable enough they will, no doubt, come into general use in the cities. Mr. L. E. Morin, jr., superintendent of the cleansing department, Montreal, is in receipt of one from New York, where they are made. The result of the trial will be awaited with great interest.

A NEW COMPANY FOR MONTREAL.

Messrs. Greenshields & Greenshields, of Montreal, are applying for letters patent of incorporation for the Dominion Oil and Supply Co., with a capital of \$25,000. The applicants are Messrs. T. Hunt, Paul Galibert, T. A. Trenholme, L. H. Senecal and P. F. Lamalice. The object for which incorporation is sought is to carry on the business of manufacturing, selling and dealing in all kinds of oil, petroleum, waste, engine and boiler supplies, hardware, iron, steel, and generally such manufacturing business as appertains thereto.

TO DEVELOP AN IRON REGION.

Mr. C. J. Pusey, manager of the Irondale Bancroft & Ottawa Railroad, is staying at the Queen's Hotel. He says that the road is now completed to within a short distance of Bancroft and that 150 men are steadily employed at grading. A large iron region would be opened up by the railway, and the company intends to erect a smelting furnace for the treatment of ore.

"Both hematite and magnetic iron exist there," he said to a Globe reporter yesterday morning, "and the blending of the two kinds would produce an almost perfect metal. It would be a charcoal furnace and as extensive areas of forest lands lie near the road there would be no difficulty in getting fuel. A ready market would be found for the iron in Canada. As soon as the furnace is completed we intend running spur lines out into the mines to carry the ore to the smelter."

"It is proposed to get a bonus of \$80,000 from the municipalities in North Hastings," he continued. "Last Saturday a meeting was held at Bancroft, and it was unanimously in favor of the bonus. A committee was appointed to decide upon the portion of the bonus to be given by each of the townships and a report will be presented to a meeting, to be held next Saturday. I have no doubt that when submitted to the people it will carry successfully."

In speaking about the iron mines he said that only a few were owned by private individuals, the most of them still remaining in the hands of the Government. He said that the importing of 250 Austrian families was being considered.—Globe, Toronto.

TRADE CHAT.

CHARLES CRANE, contractor, formerly of St. Thomas, met with his death at Sault Ste. Marie by falling off a building.

The flax crop around Harriston is a great one this year.

The coal dealers of London, England, have formed a syndicate, with a capital of \$15,000,000.

Some St. John banks are charging postage on bills discounted beside the usual discount and commission.

The new central school tenders at Chatham have been let. The cost of the work will be \$30,000.

Mr. Sprague will convert 7,000,000 feet of timber into lumber at his saw mill, Winnipeg, this summer.

The Chatham City Council has appropriated \$200 towards a fund to bore for natural gas within the corporation.

The Dutton Co. that is boring for oil in Dunwich has got to a depth of 387 feet. The contractor says that at present the well will give 15 barrels of oil daily.

The Canadian Stationary Engineers were in session this week at Kingston. This was their seventh annual convention. Delegates were present from all over Canada.

The loss by the fire which destroyed Taylor's boiler shop, St. Thomas, has been appraised at \$575. The insurance was \$650. The insurance, which was in the Gore District, has been paid.

The earnings of the C.P.R. this year up to August 1st were \$10,748,000, against \$8,897,000 in a similar period last year. The Grand Trunk main line figures were \$9,752,000 and \$9,528,000.

E. W. Stewart, alias G. W. Clay, is wanted in Chatham, Ont., where he is alleged to have swindled a number of merchants. He represented himself as the agent of a New York publishing house.

The Fire and Light Committee of the Toronto City Council has recommended that the Waterous Engine Co. be paid \$3,500 on account of the small fire engine purchased by the city last spring. The balance is to be retained until a few minor alterations are made.

Word comes from Bothwell oil fields that of the ten recent tests made all have been successful. Two of them are over three hundred barrels each. Never in the history of oil testing in America have such results been obtained. The total yield is nearly 1,000 barrels. Mr. Hiram Walker will erect a refinery.

At the last meeting of the Board of Control of the Toronto City Council tenders for hose were opened and contracts awarded as

follows: One thousand two hundred feet $2\frac{1}{2}$ in. Maltese cross, at \$1 a foot; 1,150 feet Paragon, 85c. a foot; 500 feet Maple Leaf at 75c. a foot; 1,000 feet Eureka 2-in. at \$1 a foot; 500 feet 3-in. Eureka, at \$1.30 a foot. All but the Maple Leaf brand are manufactured by the Gutta Percha Rubber Company, of Toronto. The Canadia Rubber Company, of Montreal, manufacture the Maple Leaf. It was decided to build a steel bridge across the Don at Cherry St. C. G. Boon was the lucky tenderer. His price was \$6,055.

For the year ended June 30th, 135,332 tons of freight were landed at Port Dover from the boats. This freight required 6,003 cars to carry. The Customs receipts were over \$52,000. In June 555 cars of coal were brought over for the G.T.R., and in July the total was 814 cars. From August 1 to August 11 at noon, 457 cars were landed, both boats being in commission since the 4th inst.

A delegation from the Commercial Travelers' Association of Canada, the other night presented E. A. Dalley, of the F. F. Dalley Co., Hamilton, with a life-size portrait of himself and an illuminated address. The delegation consisted of N. E. La Chance, H. G. Wright, W. G. Reid, William Bremner, Fred Johnson and James Hooper.

Information has been received this week at the Ontario Bureau of Mines concerning the progress of mining in the Algoma district. The Saw Bill mine, one of the most promising of the new mines, has been sunk 67 feet, and there the vein is widening and the prospects are most encouraging. The Lake Harold mine, another very satisfactory venture, has had remarkable success this season. In May one brick was produced, in June four bricks, and in July one brick. The average value of a brick is \$600.

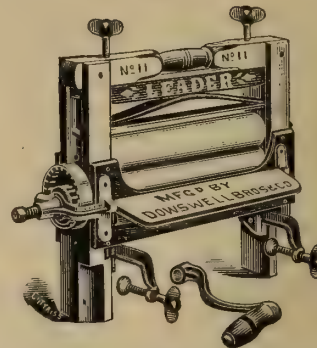
The paragraph telegraphed from Toronto last week to the effect that tenders would be opened this week for the construction of the car shops turns out to have had no foundation on fact. As no tenders have yet been called for it could not very well be correct. The news caused a sensation among the builders of the city who had been figuring on tendering, and, as they had not seen any advertisement calling for the tenders, they fairly besieged the local mechanical superintendent's office. The tenders will be called for in London, and local mechanics will be given a chance. The contract for razing the present buildings will be let at the same time.—London News.

During a terrific hail storm on Sunday morning the Georgian Bay Lumber Company's mill, store and storehouse at Port Severn were struck by lightning and completely destroyed. The strenuous efforts of the men prevented the fire from spreading into the lumber yard, and many million feet of lumber were saved. Had it not been for the heavy rain there is no doubt that the whole village would have been swept. As it is, over 75 families will suffer by this loss. The amount of loss by fire is placed at \$50,000; partially insured.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

Galvanized Cloth

FOR Evaporators
Apple Drying, Etc.

Perforated Sheet Zinc

and Hardware Grade Cloth

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

FOR FANNING MILL REPAIRS

Write for Catalogue.

POINTS FOR CLERKS.

EMERSON relates the following anecdote: An opulent merchant in Boston was called on by a friend in behalf of a charity. At that time he was admonishing his clerk for using whole wafers instead of halves; his friend thought the circumstance unpropitious; but to his surprise, on listening to the appeal, the merchant subscribed five hundred dollars. The applicant expressed his astonishment that any person who was so particular about half a wafer should present five hundred dollars to a charity; but the merchant said: "It is by saving half wafers, and attending to such little things, that I have now something to give."

"How did you acquire your great fortune?" asked a friend of Lampis, the shipowner. "My great fortune, easily," was the reply; "my small one, by dint of exertion."

Four years from the time Marshall Field left the rocky New England farm to seek his fortune in Chicago he was admitted as a partner in the firm of Cooley, Farwell &

Co. The only reason the modest young man gave to explain his promotion when he had neither backing, wealth nor influence, was that he saved his money.

If a man will begin at the age of twenty and lay by twenty-six cents every working day, investing at seven per cent. compound interest, he will have thirty-two thousand dollars when he is seventy years old. Twenty cents a day is no unusual expenditure for beer or cigars, yet in fifty years it would easily amount to twenty thousand dollars. Even a saving of one dollar a week from the date of one's majority would give him one thousand dollars for each of the last ten of the allotted years of life. "What maintains one vice would bring up two children."

Such rigid economy, such high courage, enables one to surprise the world with gifts even if he is poor. In fact, the poor and middle classes give most in the aggregate to missions and hospitals and to the poor. Only frugality enables them to outdo the rich on their own ground.

But miserliness or avariciousness is a dif-

ferent thing from economy. The miserly is the miserable man, who hoards money from a love of it. A miser who spends a cent upon himself where another would spend a quarter does it from parsimony, which is a subordinate characteristic of avarice. Of this the following is an illustration: "True, I should like some soup, but I have no appetite for the meat," said the dying Ostervalde; "what is to become of that? It will be a sad waste." And so the rich Paris banker would not let his servant buy meat for broth.

A writer on political economy tells of the mishaps resulting from a broken latch on a farmyard gate. Everyone going through would shut the gate, but as the latch would not hold it, it would swing open with every breeze. One day a pig ran out into the woods. Everyone on the farm went to help get him back. A gardener jumped over a ditch to stop the pig and sprained his ankle so badly as to be confined to his bed for two weeks. When the cook returned she found that her linen, left to dry at the fire, was all badly scorched. The dairymaid in her ex-

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

citement left the cows untied, and one of them broke the leg of a colt. The gardener lost several hours valuable time. Yet a new latch would not have cost five cents.

Guy, the London bookseller, and afterward the founder of the great hospital, was a great miser, living in the back part of his shop, eating upon an old bench and using his counter for a table, with a newspaper for a cloth. He did not marry. One day he was visited by "Vulture" Hopkins, another well-known miser. "What is your business?" asked Guy, lighting a candle. "To discuss your methods of saving money," was the reply, alluding to the niggardly economy for which Guy was famous. On learning Hopkins' business he blew out the light, saying, "We can do that in the dark." "Sir, you are my master in the art," said the "Vulture," "I need ask no further. I see where your secret lies."

Yet that kind of economy which verges on the niggardly is better than the extravagance that laughs at it. Either, when carried to excess, is not only apt to cause misery, but to ruin the character.

Beecher says that we are all building a soul-house for eternity; yet with what differing architecture and what various care!

What if a man should see his neighbor getting workmen and building materials together, and should say to him: "What are you building?" and he should answer: "I don't exactly know. I am waiting to see what will come of it." And so walls are reared and room is added to room, while the man looks idly on, and all the bystanders exclaim, "What a fool he is!" Yet this is the way many men are building their characters for eternity, adding room to room, without plan or aim, and thoughtlessly waiting to see what the effect will be. Such builders will never dwell in "the house of God, not made with hands, eternal in the heavens."

Some people build as cathedrals are built, the part nearest the ground finished; but that part which soars towards heaven, the turrets and the spires, forever incomplete.

"The prosperity of fools shall destroy them." "However easy it may be to make money," said Barnum, "it is the most difficult thing in the world to keep it." Money often makes the mare—run away with you.

Very few men know how to use money properly. They can earn it, lavish it, hoard it; waste it; but to deal with it wisely, as a means to an end, is an education difficult of acquirement.—Architects of Fate.

The Messrs. McDonald, of St. Johns, Quebec, have sold their valuable crockery plant at St. Johns for \$120,000 to a Parisian syndicate.

WALTER GROSE



MONTREAL

Representing Manufacturers of

Brass and Brass Goods

Tubular Lanterns, Lamps and Lamp Goods

Locks, Knobs and Builders' Hardware

Files and Rasps. Lamp Wick (All Kinds)

Rope, Web and Leather Halters

Sleigh Bells and Gongs (Great Variety)

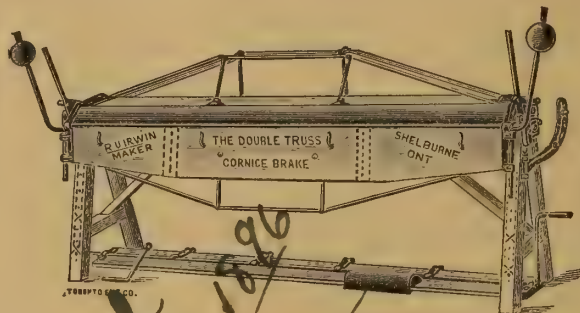


SOLID TOP—SIDE EJECTION

Made in all lengths and styles of barrels and magazines, Regular and Take-Down. For sale by trade.

Write for Catalogues to

THE MARLIN FIRE ARMS CO. - New Haven, Conn., U.S.A.

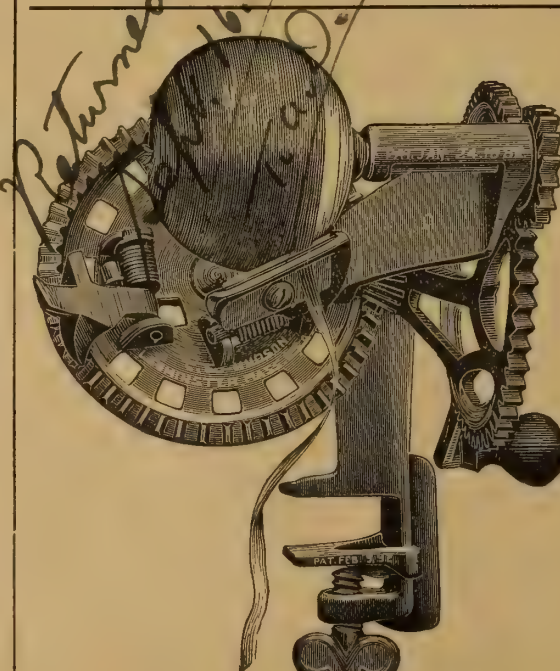


Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO

Shelburne, Ont.



Apple Parers

Hudson's Genuine.

"ROCKING TABLE"

PARERS

Hudson's Genuine.

"DAISY"

Parers, Corers And Slicers

Orders filled promptly, and at right prices.

Hobbs Hardware Co.

LONDON, ONT.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

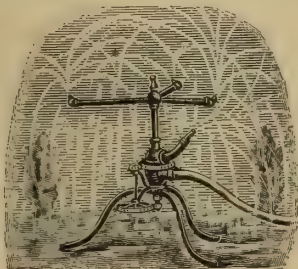
And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors.

YOUNG MEN OUT OF EMPLOYMENT.

A PUBLICATION representing the Y.M.C.A. in an Eastern trade centre says:

There are large numbers of young men out of employment at the present time, and it is trying for us not to be able to place the many who apply to us. When scores of young men are ready to step into the first place that offers, a very little thing may turn the scale for or against a man. The following may be suggestive:

1. Expect to find work every day.
2. Never get discouraged.
3. Don't go from city to city.
4. Spend eight hours a day looking for work. If you had a position you would be expected to work that many hours.
5. Be in earnest.
6. Remove your hat when entering the office.
7. Be neat and clean in your personal appearance.
8. Don't have the fumes of tobacco on your breath and clothes.
9. Have nothing to do with intoxicating liquors of any kind.
10. Impress the gentleman on whom you call that you must have something to do.
11. When you get a position stick to it. Don't leave it unless you are sure of bettering yourself.
12. If you desire to advance, make your employer's interest your interest.
13. Say but little and do a good deal.
14. Be prompt and don't watch the clock for closing time.
15. Keep yourself thoroughly posted.

CHANGING THE ADVERTISING.

It is always a dangerous thing to change one's style of advertising after the public has become fully acquainted with it, says Business. A part of the prestige is lost and sometimes confusion follows. We can illustrate the point by what is reported to have occurred among the fraternity of itinerant scissors-grinders. Formerly these specialists announced their presence in the streets and solicited their orders with the ding-dong of a dinner bell carried in the hand. Lately they have substituted the fishman's horn, and now it is toot-toot instead of ding-dong. This has brought confusion to the mind of the well-regulated housewife. All her carefully arranged knowledge as to street cries and street sounds is turned upside down. When she wants fish and hears the toot of a horn she rushes to the door only to find that a man is there ready to grind her scissors. Again, when she wants her scissors or carving knife ground she waits in vain for the familiar ding-dong of a bell and is not aware that only a part of the toot-toot in the street belongs to the fish-peddling fraternity. For a fact it is a disastrous thing to change one's style of advertising. As a matter of history the dinner bell has been the audible trademark of the scissors-grinder ever since there were scissors to be ground, there being some curious, indefinable connection between the two which has its roots away back in folk-lore itself. It would be interesting to know just why the recent transition to the horn has been made. In any event we regard it as a business mistake.

H. BOKER & CO'S.



Razors, Pocket Cutlery, Scissors, Etc.,

are best for value, quality and finish.

BOWMAN, KENNEDY & CO.
LONDON.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

Rhode Island Pattern Horseshoes.

"Correct" Shape. Quality Guaranteed.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

MOST of the master plumbers in Toronto are fairly busy. It is not, however, on large jobs. As one man put it, "It is largely overhauling work in the houses of well-to-do people."

"Although there is probably less work doing than last year," remarked a member of a well-known firm of master plumbers, "there is this thing about it: we are getting better prices than we did a year ago. This is the case with regard to both small and large jobs. And yet prices are not as good as they ought to be. How is it? I can't say."

The trade will regret to hear that Mr. John Ritchie, the president of the John Ritchie Plumbing and Heating Co., Ltd., of Toronto, has been confined to his house the past week through illness. The wish of his many friends is that he may soon be around again.

Jobbers in plumbers' supplies are, on the whole, doing a fair business. A great quantity of iron pipe is going out, and nice sales of lead pipe, baths and closets are reported.

The John Ritchie Plumbing and Heating Co. are busy getting the gas fixtures on the Exhibition grounds into position. They are putting up one arch which contains 500 fancy lights. Then there are, among other things, 36 smaller arches and 12 designs with colored lights to represent trees.

THE IMPORTANCE OF THE PLUMBER.

The plumber of to-day is looked on by the general public as belonging to the most important mechanical trade in existence. The carpenter is supposed to be able to do his work neatly to provide shelter and comfort; the bricklayer, plasterer, stone mason, are all expected to be able to perform their respective tasks in a workmanlike manner; should they fail, the consequences are not particularly serious; a badly done job of brick work can be taken down and replaced; it involves expense, trouble and worry, it is true, but the consequences are not vitally important. The same may be said of other trades, but when a plumber does a poor job it often means sickness and death. And no thinking man will question the fact that the problems the plumber of to-day is called upon to solve daily, demand not only a good mechanic, but one who has a thorough knowledge of sanitary science. What has brought this great change?

This question can be answered in one word, "organization," and it was only by

constant and persistent work, as those who have participated in this work of organizing the trade can only know, of the many disheartening obstacles connected with their task, obstacles that seemed insurmountable at times, but they never faltered, and, after long discouraging and never ceasing work, see as a result of their labors a magnificent organization embodying as it does the intelligent, progressive plumbers of this country as well as Canada.—Plumbers' Trade Journal

A NEW PLUMBING LAW FOR WINDSOR, ONT.

An interesting communication from Alderman M. A. Brian, of Messrs. Pennington & Brian, Windsor, Ont., enclosing copy of new plumbing law received, says Plumbers' Trade Journal. Through the efforts of Mr. Brian this was finally passed, although it took over two years to accomplish it. The great objection raised by the ordinary citizen in the smaller towns to the appointment of a plumbing inspector, is the usual one of expense, besides the dislike to having the plumbing in their building done according to set rules, fearing that it might involve more expense than they would otherwise have had to go to. We are glad to say, however, that through the efforts of such gentlemen as Mr. Brian and other public spirited members of our craft and the thorough organization of plumbers' associations throughout the provinces it is gradually opening the eyes of the public, and the urgent necessity of good plumbing and rigid laws governing same is becoming more fully recognized all the time.

HEAT-KEEPING PIPE COVERING.

A paper read before the American Society of Heating and Ventilating Engineers by Mr. Carpenter recently, gives the results of testing various kinds of pipe-covering for keeping in the heat when steam is passing through. Representing the loss by radiation from a naked pipe by 1,000, the effect of covering it with various materials is demonstrated by the following figures, which show the increased or diminished loss of heat under the changed conditions: Light drab lead paint, 1,267; black asphaltum, 1,135; two layers of asbestos, 777; one thickness of asbestos board, 594; four thicknesses of asbestos paper, 503; a wooden tube and 3 feet of earth, 320; asbestos moulded with plaster of Paris, 318; fossil meal, moulded, 297; wool felt, plaster of Paris lined, 259; wool felt, asbestos lined, 231; magnesia, moulded, 224; rock wool, felted, 209; asbestos and wool felt, 208; rock wool, fibrous, 203; asbestos, felted pure, long fibre, 201; wool felt with air spaces, asbestos

lined, 197; mineral wool, sectional, 193; asbestos and sponge, or magnesia, sectional, 188; hair felt sectional covering, asbestos lined, 186; a Wyckoff tube and 3 feet of earth, 180; two layers of asbestos paper and lin. of hair felt, 170; the last, with a canvas cover added, 152; this, with a manilla paper wrapper added, 150. The tests were made at Cornell University, and are, therefore, trustworthy.

EDWARD III. AND PLUMBERS.

In 1365 King Edward III. of England signed a plumbing ordinance conferring privileges and legislating for the protection of the mutual interests of both the public and the craft. It was as follows:

"That no one of the trade of plumbers shall meddle with works touching the trade except by assent of the best and most skilled men in the said trade; testifying that he knows how, well and lawful to do his work so that the said trade shall not be scandalized or the commonalty damaged and deceived by folks who do not know their trade."

HEATING POWER OF A WATER COIL.

A correspondent of Metal Worker wrote: How many lineal feet of 1-inch pipe should be made into a coil which would be exposed in a coal fire to heat the water in a 63-gallon boiler? The coil will be placed in a round coal heating stove used for that purpose only, and it is desired to heat the water as quickly as possible.

Metal Worker's answer was as follows: The condition of the fire, the size of the grate and the location of the coil all have an influence on its heating capacity. However, it is ordinarily assumed that a pipe coil exposed over a fire is one of the best heating surfaces that can be used for heating water, and some calculate that one square foot of surface will heat as many gallons of water as it will take care of square feet of radiation; and one square foot of this character of surface is ordinarily calculated to heat from 25 to 35 feet of radiation. Inasmuch as very little heat will be lost in transit from the heating coil to the boiler, it may be assumed in the case in question that one square foot of surface will heat 30 gallons of water in the boiler; consequently

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jor. an St., TORONTO, CANADA

two square feet of heating surface, or about six lineal feet of 1-inch pipe will be required. If the fire is to be run strong, it is probable that no difficulty will be experienced in heating the water as quickly as desired. If a more economical method of controlling the fire is followed, more surface should be exposed in the heating coil to do the work.

HOW SHALL A HOT WATER SYSTEM BE ARRANGED ?

J. V. B. writes Metal Worker as follows : "I would like to secure from the readers of The Metal Worker some information on heating a house with hot water. We have a nice little heater, rated to carry 650 feet of radiation, constructed from a round oak stove 1½ sections high. This heater we want to place on our first floor in the dining room, with an open expansion tank for safety. We shall need four radiators on the first floor and three on the second floor. There are nine rooms in the house. What I want to know before we incur expense is whether an open tank system will insure free circulation, or will we be compelled to use a closed tank system? The radiators on the first floor will be nearly as high as the boiler, but the return pipe will be about 4 inches lower than the return in the boiler. The centre of gravity, however, will be considerably above the boiler. I thought of sending the flow of water to the second floor first and then to the radiators on the first floor. Please let me know what is likely to result from this plan and whether it is feasible."

In reply Metal Worker said : "There is no difficulty in heating the space mentioned with the water heater located on the same floor with some of the radiators. The method suggested by our correspondent of using what is sometimes called the overhead system is one of the best that could be adopted under the circumstances. By running the flow pipe up to a point where it is convenient to branch out with the distributing pipes from it to the different radiators, the heating will be successful if the points where the branches are made are kept the highest and a small pipe continued up a short distance higher for an expansion tank. By keeping the point from which the branches are taken the highest the air will pass up the expansion pipe and prevent any air locks in the circulating system. If the radiators on the upper floor are directly above the radiators on the lower floor, the same branch main may be used for connecting with first the upper and then the lower radiator, and the return from the upper radiator connected with the return from the lower radiator and then connected with the main return, to be continued on to the boiler. Where the re-

turn pipe has no greater rise to make than is mentioned in this system no difficulty should be found in obtaining a good circulation. It is neither necessary nor desirable to use a closed tank system, and if the job is piped so as to have no air locks, and radiators of sufficient surface are used, the plan suggested should give good results."

PLUMBING TRADE NOTES.

The assets of E. Morgan, plumber, Ottawa, are to be sold by auction on the 24th inst.

The assets of S. E. Crevier, plumber, Montreal, are to be sold by auction 28th inst.

A building permit has been granted to Mr. Green for the erection of a \$3,500 residence on South Drive, Rosedale, Toronto.

Rhodes, Curry & Co., of Halifax, have been awarded the contract for erecting the Bank of Nova Scotia's \$15,000 building at Campbellton, N.B.

A building boom of some dimensions is reported in the new section of the south end of Richmond, Que.

The plumbers, fitters and plasterers of Toronto, who have the contracts for the work on the new wing at the General Hospital, Guelph, have arrived in that city and are stopping at the American Hotel.

Alex. Joss, Sarnia, has completed the plumbing on Mr. John Armstrong's summer residence at Courtright, has the contract for the plumbing of the Pollard block, Petrolea, for the remodelling of Mr. Geo. Moncrieff's residence, Petrolea, the plumbing for Mr. Anderson's new residence, Wyoming, and the plumbing for Mr. A. W. Park's new residence, Oil Springs.

Mr. Geo. Wright, a Haligonian who made a fortune abroad, will erect 10 new buildings in his native city at a cost of about \$125,000. Eight are dwellings and two

business structures. The dwellings will be built on South Park street, near the Public Gardens, and the buildings for offices and stores on Barrington street. The last two will have marble fronts and granite piers. Mr. J. C. Dumaresq, the Halifax architect, was at St. George yesterday making arrangements to have the granite piers cut there from St. George granite.—Chronicle, Halifax.

QUESTIONS REGARDING CREDIT.

The dealer who refuses to answer every question relating to his credit and business cannot blame the jobber if his ability to pay is questioned, says Inter-State Grocer. The men who grant credit nowadays have no confidence in the men who are afraid to answer questions about themselves and their business.

The tradesman who attaches no importance to his commercial standing either possesses no business acumen, or is entirely devoid of commercial probity. In short, the merchant who does not care for himself has no right to ask creditors to take care of him.

Energy is capital as well as cash, and honesty counts for as much as real estate in our business system. To ignore these facts is to argue that the tradesman is incompetent or ignorant.

All of which means that intelligence counts for as much as money in our modern trade transactions. Hence, the only merchant who can afford to disregard personal integrity is the tradesman who is so rich that he need not depend upon the profits of his business, or the one who places no value upon his records. The conscientious tradesman is so jealous of his reputation that he will defend it by open statements. The ambitious merchant will save his credit at the cost of pride. Is it any wonder, therefore, that integrity is measured by frankness, and that frankness often determines the worth and extent of credit ?

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

Boeckh's



BRUSHES

AND

BROOMS

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AT a meeting of creditors of the estate of Charles Conrad, general storekeeper, Peterboro', a statement was presented showing liabilities of \$3,000 and assets of \$2,000. E. Moore was appointed assignee.

A. Leblanc, blacksmith, Thurso, Que., has assigned to C. Desmarteau.

N. Rivers, harness, Chesley, is offering his creditors 35c. on the dollar cash.

James Atchison, general store, Sarnia Township, has assigned to W. H. Hill.

R. P. Bryne, potash manufacturer, Philippsville, has assigned to John Cowley.

Thos. Driffill & Son, hardware merchants, Bradford, met their creditors on Tuesday last.

T. Crevier & Fils, foundry, Montreal, is offering to compromise at 25c. on the dollar.

J. Coyne, general merchant, Portage du Port, Que., has compromised at 40c. on the dollar.

L. P. Beauchemin, general merchant, Nicolet, Que., has compromised at 60c. on the dollar.

S. M. Osborne, general storekeeper, of Flesherton, is offering his creditors 40 cents on the dollar.

A meeting of the creditors of George Oliver, pump manufacturer, St. Thomas, was held on Tuesday.

Lamarche & Benoit have been appointed curators of the estate of Louis Montpeler, blacksmith, Ripon, Que.

Mrs. T. Leblanc, general merchant, Napierville, Que., has assigned to Kent & Turcotte, and the assets are to be sold by auction on the 24th inst.

Mr. Dupont, of the firm of Dupont & Wilson, general storekeepers, Windsor, offered to compromise at 60 cents on the dollar. The security was not satisfactory and Mr. Wilson submitted an offer of 20 cents, secured, which the creditors will consider.

CHANGES.

Wall Bros. have started a paint business in Montreal.

Geo. Button, furniture, Teeswater, is removing to Walkerton.

W. Langton, blacksmith, Millbrook, has sold out to Albert Orr.

E. Graves, general merchant, Thamesville, has given up business.

The Bowmanville Cycle Wood Rim Co., Ltd., have obtained a charter.

N. C. McPhail, general merchant, Thornbury, has been succeeded by A. J. Smith.

A new hardware store has been started at Thessalon. Thos. Graham is the proprietor.

Noel, Germain & Muloien is the name of a new firm of stove dealers that has begun business in Montreal.

Alex. Jarvo has opened a hardware store in Cornwall. A. N. Plamondon, a hardwareman of the same place, has sold out.

PARTNERSHIPS FORMED AND DISSOLVED.

E. Provost & Co., carriage makers, Acton, Que., have dissolved and gone out of business.

SALES MADE AND PENDING.

The assets of R. Donaldson & Sons, machinists, Montreal, have been sold.

The stock of D. Montgomery, general merchant, Chesley, is to be sold under chattel mortgage on the 1st inst.

The stock, etc., of the estate of N. Courtemanche, general merchant, Penetanguishene, is to be sold by auction on the 26th inst.

FIRES.

The Georgian Bay Lumber Co.'s mill at Port Severn has been burned.

The premises of the Chaudiere Machine Co., Ottawa, have been damaged by fire; insured.

LONDON, ONT.'S FIRST COPPER CORNICE.

W. Stevely & Sons, London, claim credit for being the first to introduce copper cornice work in that city. The new Hiscox building, which is about completed, shows its handsome massive cornice to good advantage. The building is situated on the corner of King and Richmond streets, and is built of white stone and terra cotta pressed brick. When finished the ground floor will be occupied principally by the London branch of the Bank of Toronto. Since this class of cornice has been introduced Stevely & Sons have many enquiries for more of this kind of work.

A SALESMAN'S ESSENTIAL.

It is one of the most essential characteristics of a successful salesman, remarks Commercial Enquirer, that he should be entertaining. Not entertaining after the negro minstrel style; no low comedian business, but entertaining in an intelligent, manly, business fashion. To be acceptable in full to customers one must be more or less attractive, one must make an impression decidedly in his own favor. The neutrality that neither attracts nor repels will not do. There must be some particular influence that gives him an advantage over the average either in conversation, in appearance, or intellectually. The customer must be favorably disposed to him and willing to accept his reasoning; in fact, he or she must be willing to be convinced, in order to be convinced, and the personality of the clerk is the factor which must create this willing disposition on the part of the customer.

THE COPPER PRODUCTION.

The production of copper of the United States for the month of June amounted to 35,896,000 pounds against 37,500,000 for the preceding month, a decrease of 1,604,000 pounds; the production of foreign mines for June aggregate 15,680,000 against 16,800,000 pounds for May, a decrease of 1,120,000; exports of copper from the United States for June amounted to 21,952,000, against 23,477,440 pounds in May, a decrease of 1,525,440 pounds.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

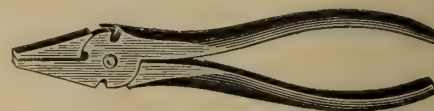
BLAIKLOCK BROTHERS, - Montreal

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

THEILE & QUACK'S**WIRE FENCING PLIERS**

ARE THE BEST



LAMPLUGH & McNAUGHTON

MONTREAL.

ECLIPTIC CEMENTS AND LIQUID GLUES

The virtue of cements is in their strength.

Manufactured only by

ALPHA CHEMICAL CO. BERLIN, ONT.

WILLIAM HILL

327 St. James Street, MONTREAL

Has just received ex steamer Montevidean, from London, a shipment of Brandram Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—**Owen Sound Portland Cement Co.**

Or—Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto



DR. LEAVITT'S New Champion Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

.. ISLAND CITY ..

Paint and Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.

188 and 19 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.



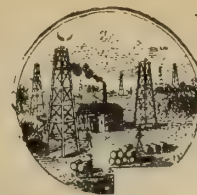
GERMAN PERTINACITY.

I HEARD of a very striking instance, the other day, of how our German friends manage to get the thin end of the wedge into English business. An agent for an enterprising German house had been accustomed to call regularly upon a London firm having an extensive colonial connection. Quite casually he happened to see in the office the design of an intricate piece of machinery which had been ordered by one of the firm's customers abroad, and suggested that his house might have an opportunity of competing for the business. Now it so happened that only one firm of engineers had been found in this country who could execute this order. The merchant was candid on this point, and told the German agent he could try if he liked, but he thought he would find the job more than a match for him.

The offer, however, was accepted, and a specimen apparatus was submitted by the agent in a short time, but only to be broken to pieces under the blacksmith's hammer. The metal used was too brittle, and this was the severe test to which it was applied. Nothing daunted, a second specimen was submitted by the energetic agent, but again he was doomed to disappointment, owing to certain intricacies of a mechanical character not being complied with. A third attempt proved successful, and as the price was considerably below that of the English manufacturer, there is no doubt the assiduity of the agent of the German firm would have been rewarded with a substantial order, but that just at this juncture fate was unkind, the demand suddenly and quite inexplicably falling off. From the agent's standpoint this was certainly a case of very hard lines, but I only mention the incident to indicate the zeal with which our continental friends ply for business in the very citadels of the English manufacturer.—Vulcan, in Ironmonger.

A HEAVY ANVIL.

The heavy anvil for the Facer Carwheel Works is now in the building, and by the time we go to press will be placed in position. The hammer is on its way from Philadelphia, having been shipped from that point on the 10th inst., and is expected to arrive in Perth at any time. From the present outlook, the chances are that the works will be started in early September, and everything is favorable for a good beginning. The following figures have been obtained from the secretary, and are accurate: Weight of anvil, 200,000 lbs., in four pieces; weight of the hammer, 140,000 lbs., including the steam cylinder, 30,000 lbs., and the piston rod and head, 24,000 lbs. The piers of concrete to which this machine is bolted are two in number and weigh over 140,000 lbs. each. From these figures some idea of the immensity of the work can be gathered.—Perth Courier.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

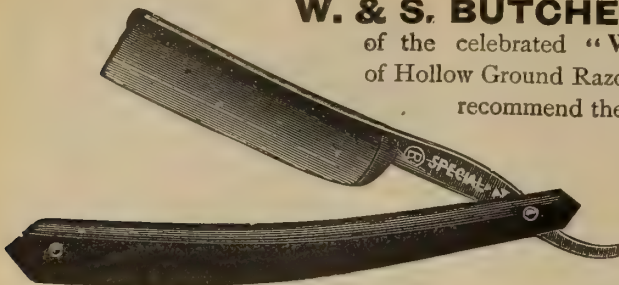
"JARDINE"

Tire Upsetters

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.



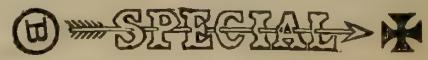
WADE & BUTCHER,
SHEFFIELD, ENGLAND.



OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Aug. 21, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 00	
I.X.	6 25	
I.X.X.	7 50	
J. R. & Co.		
I.C.	5 00	
I.X.	6 25	
I.X.X.	7 50	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
D.C., 12½x17	6 75	7 00
"X	3 50	3 75
"X	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 25	
I.X., Terne Tin	7 50	
I.X., Orion	7 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs		
" 14x60, "	0 06	0 06½
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	
" 28 "	0 07½	0 07½

Allandale, I.C.	2 90	3 00
I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined "	2 35	2 65
Horse Shoe	2 60	2 75
Band "	"	2 30
Hoop "	"	4 25
Swedish "	4 00	4 25
Sleigh Shoe Steel	"	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 11
Russian Sheet, per lb	0 10½	0 14
Tank Plates, 15 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 06½	
2 "	0 07½	
2½ "	0 09½	
3 "	0 11	

Steel Boiler Plate.

1½ inch	2 45	
2 "	2 35	

¾ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 30	2 50
26 "	2 40	2 60
28 "	2 50	2 60

Canada Plates.

All dull, 52 sheets	2 30	
Half polished	2 25	2 35
All bright	3 00	

Iron Pipe.

Wrought, 1½, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100	¾ to 1 in.	70 p.c.
1½ to 1½ in., 70 and 5 p.c.	2 to 2½ in.	70

Galvanized, 50 and 5 p.c.

Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in case lots:		
Per 100 lbs.		

16 gauge	4 50	
18 to 20 gauge	3 75	
22 to 24 "	3 75	
26 "	4 14	
28 "	4 34	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ "	4 75	
" 5-16 "	4 00	
" ¾ "	3 75	
" 7-16 "	3 35	
" 1 "	3 25	
" 9-16 "	2 95	
" 5/8 "	2 85	
" 3/4 "	2 75	

Trace, per doz. pairs	3 90	5 90
German coil, per 100 ft.	1 65	2 70

Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.		
English B. S., ton lots	0 13	
Lake Superior	0 11¾	0 12

Bolt or Bar.		
Cut lengths, round, ½ to ¾ in.	0 20	0 22
1 to 2 inches	0 18	0 19

NOTE.—Complete lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE. Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27
4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.	0 21	
Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge..	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up "	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	0 04¾
Bar, 1 lb.	0 04½	0 04¾
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04	0 04¾

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	Per lb.	Per
Standard	0 12½	0 13
Wire	0 11½	0 12
"	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	
Other makes, per lb.	0 08	

Anti-Friction Metal.

"Beaver" brand	Per lb.	\$0 20
----------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil.	Per cwt	
25 lb. tins	\$4 75	5 00
No. 1 do	4 50	4 50
No. 2 do	4 25	4 25
No. 3 do	4 00	4 00
Brandram Bros' Genuine	6 00	
" Decorative	5 75	
" No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James genuine	5 75	
No.	5 25	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 25
Second qualities, per gallon	0 90	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75	
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
" 100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
Umber,	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan	0 65	
Brown Japan, Turpentine, p.g	0 85	
No. 1 Carriage, " gal	1 30	
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 00
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 25	

Linseed Oil.

Raw, per gal	0 49	0 50
Boiled, per gal	0 52	0 53
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels	0 39	
1 to 4 "	0 40	
Freight allowed. Price 2c. less Toronto		

Castor Oil.

In cases, per lb	0 07½	
Small lots	0 08	0 08½

Cod Oil.

Cod Oil, per gal	0 50	0 51
------------------	------	------

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb bags	per lb	1 00
Best thick brown or grey felt wads, in ½ lb. bags		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 99
Best thick white card wads, in boxes of 500 each, 10 gauge		0 35
Best thick white card wads, in boxes of 500 each, 8 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Thin card wads, in boxes of 1,000 each 8 gauge		0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen ..	13 00	20 00
Adjustable Stearn's, each.	5 50	6 50
Post-hole, Vaughan's, each.	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
" Sewing, per gross.		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Chipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs, Sargent's	5 50	8
" Peterboro', discount 50 per cent.		

Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.		
American, each	00	5 00

House.		
American, per lb	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.		
Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent.		
Elevator, dis., 75 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each.	5 00	7 50

Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis., 75 and 10 per cent.		

Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per doz	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		

Clamps.		
Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
nadian dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.		
Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

Each	0
FORKS.	

KNIVES.			PLANE IRONS.			SCRAPERS.			Swedes, upholsterers', American (1 to 6 oz.)		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.	2 00	5	Box, per doz.	2 10	4 50	Swedes, upholsterers', American (8 to 24 oz.)	66 3/4	60
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.			PLIERS AND NIPPERS.			SCREENS.			Swedes, carpet, gimp, lace brush, blued and tinned.	40	35
Lightning, per doz.	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			Window, patent, per doz.	3 50	4 50	Zinc tacks.	35	35
Heath's, 5 1/2 p.c.			Button's Imitation, per doz.	5 00	9 00	Door, per doz.	8 75	9 00	Copper tacks and nails.	60	60
LADLES.			German, per doz.	0 60	2 60	SCREW DRIVERS.			Leather carpet tacks.	30	30
Melting, per doz.	1 70	4 50	PLUMBS AND LEVELS.			Sargent's, per doz.	0 65	4 00	Trunk nails, black and tinned.	65	65
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			SCREWS.			Clout nails.	66 3/4	45
Porcelain lined, per doz.	2 20	5 60	POPPERS.			Wood, F. H., iron, and steel, dis. 80 & 10 p.c.			Clear box nails in papers.	10	45
Galvanized,	1 87	3 85	Corn, square, per doz.	1 35	2 00	" R. H., dis. 75 and 10 p.c.			" " in bulk.	15	15
King, wood,	2 75	2 90	PRUNING SHEARS.			" F. H., brass, dis. 77 1/2 and 10 p.c.			" " solid heads, in bulk.	42 1/2	42 1/2
" glass,	4 00	4 50	Per doz.	4 00	5 50	" R. H., dis. 72 1/2 and 10 p.c.			Saddle nails in papers.	10	10
All glass,	1 20	1 30	PULLEYS.			Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			" " in bulk.	15	15
LINES.			Hothouse, per doz.	0 55	1 00	Bench, wood, per doz.	3 25	4 00	Tinned capped trunk nails.	15	15
Fish, per gross.	1 05	2 50	Axle.	0 22	0 33	" iron.	4 25	5 75	Double pointed tacks.	90 to 90 and 12 1/2 p.c.	
Chalk,	1 90	7 40	Screw.	0 27	1 00	SCYTHES.			TAPE LINES.		
LOCKS.			Awning.	0 35	2 50	Discount, 60 p.c. revised list.			English, ass skin, per doz.	2 75	5 00
Canadian, dis. 50 p.c.			PUMPS.			SCYTHE SNATHS.			English, Patent Leather.	5 50	9 75
Russell & Erwin, per doz.	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			Canadian, dis. 40 to 45 p.c.			Chesterman's, each.	0 90	2 85
Cabinet,			Pitcher spout, 70 to 70 and 5 p.c.			SHEARS			" steel, each.	0 80	8 00
Eagle, dis. 40 to 42 1/2 p.c.			Canadian cistern, 60 to 62 1/2 p.c. from factory.			B. & W., japanned, dis. 75 p.c.			THERMOMETERS.		
Padlock.			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.		
English and Am., per doz.	0 50	6 00	PUNCHES.			Seymour's, dis. 60 p.c.			THIMBLES.		
Scandinavian,	1 00	2 40	Saddlers', per doz.	1 00	1 85	Etna, dis. 75 to 75 and 10 p.c.			Asbestos, filled, per doz., 35 to 40 p.c.		
Eagle, dis. 15 to 17 1/2 p.c.			Conductors',	9 00	15 00	Heinisch, dis. 60 p.c.			TIES.		
MALLETS.			Tinners' solid, per set.	0 00	0 72	Bristol, japanned, 80 p.c.			Cow, per doz.	1 25	2 5
Tinsmiths', per doz.	1 25	1 50	" hollow, per inch.	0 00	1 00	" N.P., dis. 70 p.c.			TINNERS' TOOLS.		
Carpenters', hickory, per doz.	1 25	3 75	PUTTY.			Clauss, full nickel, 60 p.c.			P. S. & W., net list.		
Lignum Vitae, per doz.	3 85	5 00	Bladder, per lb.	2 50	0 17 1/2	" japanned handles, 67 1/2 p.c. off.			Canadian, 35 to 37 1/2 per cent.		
Caulking, each.	1 60	2 00	Tins, lbs.	2 50	2 75	Seymour or Heinisch tailor shears, 15 p.c.			TINWARE.		
MATTOCKS.			RAIL.			Sliding door, per set.	0 77	1 40	Stamped, dis. Assn. list, 80 per cent		
Canadian, per doz.	8 50	10 00	Barn door, per foot.	0 03	0 03 1/2	Canadian, dis. 42 1/2 p.c. special brands net price.			Japanned, prices on application.		
MEAT CUTTERS.			Sliding door,	0 03 1/2	0 03 1/2	SIEVES.			Pieced, prices on application.		
Enterprise, American, dis. 25 p.c.			Lanes,	0 03 1/2	0 03 1/2	Wood rim, black, per doz.	1 05	1 10	TRANSOM LIFTERS.		
MINCING KNIVES.			RAKES.			" tinned,	1 25	1 35	Payson's, per doz.	2 60	
American, per doz.	0 42	2 35	Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.			Tin rim, per doz.	2 30	2 45	TRAPS. (Steel.)		
MOLASSES GATES.			Wood, 25 per cent.			" black.	1 80	2 25	Game, Newhouse, dis. 33 1/2 to 35 p.c.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			RAZORS.			SNAPS.			Game, H. & N., P. S. & W., 62 to 60.10.		
NAILS.			Geo. Butler & Co.'s, per doz.	8 00	18 00	Harness, German, dis. 35 to 37 1/2 p.c.			Game, steel, 70 to 70 and 5 p.c.		
Cut Nails (Iron)—			Bokers',	7 50	11 00	Acme,	3 00	5 00	Mouse, per doz.	0 35	1 50
1. Either Canada or American pattern—			Wade & Butcher's,	9 00	18 00	Lock, Andrews',	4 50	11 50	Rat, per doz.	1 40	6 00
Basis—50 to 60 dy.	2 75		Arbenz's,	9 00	18 00	SOLDERING IRONS.			TROWELS.		
40 dy.	2 80		Theile & Quack's,	7 00	12 00	Per lb.	0 00	0 24	Disston's, discount 10 per cent.		
30 dy.	2 85		RAZOR STROPS.			WROUGHT SPIKES.			German, per doz.	4 75	9 00
20, 16, and 12 dy.	2 90		Currier's, per doz.	1 25	3 60	Discount, 20 per cent.			Brads',	5 00	10 50
10 dy.	2 95		RIVETS AND BURRS.			SPOKE SHAVES.			D. & S., discount 35 per cent.		
8 and 9 dy.	3 00		4 mos. or 3 per cent. cash 30 days			Wood, English.	1 8	5 00	Butter, per doz.	6 25	9 00
6 and 7 dy.	3 15		Copper rivets, dis. 50 and 10 per cent.			Iron, American.	1 35	2 35	TWINES.		
2. American pattern only—			Iron,	dis. 60 and 5 per cent.		SPOONS AND FORKS.			Bag, Russian, per lb.	0 21	
From 4 to 5 dy.	3 35		Tinned and black rivets, 60 and 5 per cent.			Tea spoons, per gross.	7 50	12 00	Wrapping, mottled, per pack.	0 50	0 60
3 dy. (lath).	3 75		Burrs, iron or steel, 50 and 5 per cent.			Dessert,	21 00	00 00	Wrapping, cotton, per lb.	0 17	0 18
3. Canada pattern only—			Terms, 4 mos. or 3 per cent. cash 30 days.			Table,	30 00	30 00	Matress, per lb.	0 33	0 45
From 4 to 5 dy.	3 25		RIVET SETS.			Dessert Forks,	24 00	00 00	Staging,	27	0 35
3 dy. (lath).	3 65		Canadian, dis. 30, 35 per cent.			Medium "	27 00	00 00	Broom,	0 30	0 55
3 dy. A.P. fine.	4 35		ROPE.			Table "	36 00	00 00	VICES.		
Car lots 10c. less.			Sisal.			SQUARES.			Hand, per doz.	4 00	6 00
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.			Manilla			Iron, per doz.	1 65	2 90	Bench, parallel, each.	2 00	4 50
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kg or more			7-16 in. and larger, per lb.	6 3/4	00 9	Steel, dis. 65 to 65 and 10.			Coach, each.	6 00	7 00
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			1/4, 5-16, 3/8 in.	7 1/4	00 9 1/2	Try and bevel, dis. 50 to 52 1/2 p.c.			Peter Wright's, per b.	0 12	0 13
NAIL PULLERS.			Cotton	15	17	STAPLES.			Pipe, each.	5 50	9 00
German and American.	1 85	3 50	Russia Deep Sea	00	13	Fence, galvanized	0 03 1/2		Saw, per doz.	6 50	13
NAIL SETS.			Jute	6 3/4	7 1/2	Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			WASHER CUTTERS.		
Square, round, and octagon,			RULES.			STOCKS AND DIES.			Per doz.	4 00	
per gross.	3 38	4 00	Boxwood, dis. 80 and 5 to 10 p.c.			American, dis. 25 p.c.			Washers "Iron," 40 per cent., 4 months per cent.		
Diamond	12 00	15 00	Ivory, dis. 37 1/2 to 40 p.c.			STOVE POLISH			Amer, per doz., 8, 10 and 12 inch.	3 38	
NETTING.			SAD IRONS.			gross. 1/4 gross. doz.			WIRE.		
Poultry, 65 and 10 to 70 per cent.			Mrs. Potts, per set.	0 65	1 00	Scientific Stove Pipe	9 00	2 50	Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
OIL.			" N.P., per set.	0 00	1 90	Varnish.			Copper Wire, 10 per cent. rev. list discount.		
Canada refined oil (Toronto).	0 16	0 16 1/2	SAD HEATERS.			Scientific Stove Paste			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
Carbon safety	0 18	0 00	Dome, Shepard's, per doz.	4 75	5 00	(5 lb pails) 60c. each.		6 00	[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
Canada w. w.	0 18	0 00	SAND AND EMERY PAPER.			Scientific Furniture	12 00	1 25	Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.		
American w. w.	0 00	0 21	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Carriage Top		2 00	Broom Wire, per lb.	0 05 3/8	0 06
Pratt's Astial.	0 00	0 22	Emery, per quire.	0 55	0 90	Dressing, 1/2 pints.		3 50	Clothes Line Wire, 19 gauge, per doz. coils.		3 95
OILERS.			SASH CORD.			Scientific Carriage Top		1 50	WIRE FENCING.		
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50	Per lb.	0 22	0 50	Dressing, pints.		7 50	Galvanized, 2 barb, 2 1/2 and 5 inches apart.	3 00	
Zinc and tin, dis. 50, 50 and 10.			SASH LOCKS.			Scientific Enamel Paints		2 00	Galvanized, 4 barb, 4 and 6 inches apart.	3 00	
Copper, per doz.	1 25	3 50	Triumph and Morris, dis. 37 1/2, 40 per cent.			Scientific Stove Enamel		7 50	Galvanized, plain twist, all delv'd.	3 00	
Brass,	1 50	3 50	Kempshell's, dis. 40, 62 1/2 per cent.			STONE.			Plain twist.	3 00	
Malleable, dis. 25 per cent.			Canadian, dis. 45, 50 per cent.			Washita, per lb.	0 28	0 50	Steel Staples.	0 90	3 00
PAIIS.			SASH "LIGHTS.			Hindostan,	0 06	0 07	Terms, 60 days, or 2 per cent. in 30 days		
Galvanized, per doz.	2 25	3 30	Sectional, per 100 lbs.	1 40	1 50	" slips, per lb.	0 09	0 09	Freight prepaid of 1,000 lbs. or over.		
PENCILS.			SAWS.			Axe,	0 00	0 15	WIRE CLOTH.		
Dixon's, per gross.	1 00	4 25	Crosscut, McMillan & Haynes,	0 40	0 70	Turkey	0 00	0 50	Ordinary, discount 25 per cent.		
" Carpenter.	2 25	3 60	per dozen.			Arkansas	0 00	1 50	Painted Screen, per 100 sq. ft.	1 50	
PICKS.			" Empire," McMillan & Haynes,	0 00	0 70	Water-of-Ayr	0 00	0 10	WRENCHES.		
Per doz.	6 00	9 00	per ft.	0 00		Scythe, per gross.	3 50	5 00	Acme, 35 to 37 1/2 per cent.		
PICTURE NAILS.			Hand, Disston's, dis. 12 1/2 to 15 p.c.			Grind. per ton.	15 00	18 00	Agricultural, 70 and 10 to 75 per cent.		
Porcelain head, per gross.	1 65	3 00	S. & D., 40 to 40 and 10 per cent.			TACKS, BRADS, ETC.			Standard, dis. 60, 60 and 10 per cent.		
Brass head,	0 40	1 00	S. & D., dis. 35 p.c. on Nos. 2 and 3.			Cheese-box tacks, blue.	66 3/4		Coe's Genuine, dis. 32 1/2 to 35 per cent.		
PLANES.			Hack, complete, each.	0 75	2 75	" tinned.	60		Diamond, dis. 33 1/2 to 35 per cent.		
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			frame only.	0 00	0 75	B.B.B. iron carpet, blued.	60 3/4		Towers' Engineer, each.	2 00	3
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			SAW SETS.			" tinned.	66 3/4		" S., per doz.	5 80	7 00
Bailey's (Stan. R. & L. Co.), 50 per cent.			" Lincoln," McMillan &	0 00	7 50	B.B.B. iron carpet, tinned (in kegs).	30		G. & K.'s Pipe, per doz.		6 00
Miscellaneous, dis. 25 per cent.			Haynes, per doz.	6 87	7 00	B.B.B. cut tacks (in bulk).	50		Rurrell's Pipe, each.		3 40
Bailey's Victor, 25 per cent.			Whiting.			" (in dozens, 1 to 6 oz.)	45		Pocket, per doz.	1 25	
SCALES.			Gurney Scales, 50 p.c.			" (in dozens, 8 to 24 oz.)	30		WIRE CLOTH.		
			R. S. & M. Scales, 50 p.c.			" 1/4 weights	40		Ordinary, discount 25 per cent.		
			Ch			" tinned.	45		Painted Screen, per 100 sq. ft.	1 50	

WHEN YOU WANT

ESTABLISHED 1856

REORGANIZED 1887

Bar Iron

TRY GUELPH

You will get

Rounds that are round
Squares that are square
Flats evenly rolled
Bands tough, with clean, smooth edges

♦♦♦

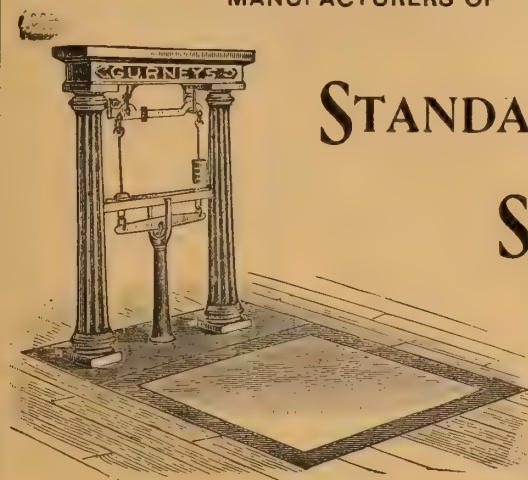
**The Guelph Norway Iron
and Steel Co., LTD.**

Rolling Mills, GUELPH

The

Gurney Scale Co.

MANUFACTURERS OF



STANDARD SCALES

Hamilton, Ontario.

Promissory Paper

Fulfilling its promises (for wrapping purposes).

MADE WITH CARE,
MADE TO WEAR,
HARD TO TEAR.

Long and strong-fibred Wrapping
Paper, printed and plain.

STOREKEEPERS . . .
COMMUNICATE WITH US

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Fersse, Winnipeg;
James Mitchell, Victoria and Vancouver; John Cowan,
St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS

OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Simplicity is Perfection

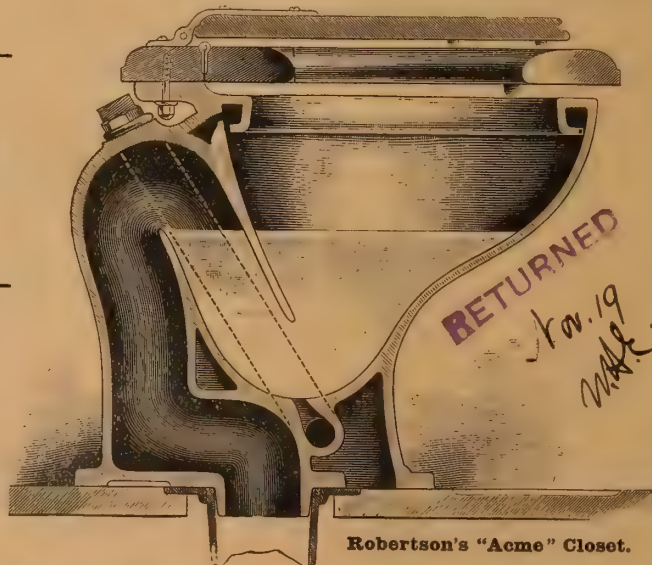
ROBERTSON'S "ACME" SYPHON CLOSET

Is the perfection of simplicity and an excellent substitute for all of the higher priced closets. We guarantee it to be perfectly sanitary.

This closet is
rapidly making
its way
to the front.

We carry a com-
plete line of

PLUMBERS'
SUPPLIES



It is giving
uniform satisfac-
tion, and is the
cheapest closet
on the market.

NO TROUBLE TO
QUOTE PRICES

Robertson's "Acme" Closet.

Telephones
819, 1511

The JAMES ROBERTSON CO. Ltd.

263-285 King
Street West

Toronto

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, AUGUST 29, 1896

No. 35



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt Street New York

Cutlery . .

See our samples for Fall Importation.
Good patterns, good quality, good value.
Specially attractive lines in Carvers, with
or without Cases, and Ivoride Table and
Dessert Knives.

A. C. Leslie & Co., Montreal

Western Representative: R. A. Baines, 28 Front St. E., Toronto

Canada's Largest Radiator Manufacturers.

An old maxim—You can't have quality without cost. But add another maxim—the best the cheapest—and Safford Radiators are the most inexpensive for all kinds of work.

"Safford" ALL IRON Radiators

are a safe choice on which the gods have set
their seal. They surpass all others in heating
power.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited

.. Toronto, Ont.



Canada Life, Montreal.

RICE LEWIS & SON

(LIMITED)

ARTHUR B. LEE, President.

A. BURDETT LEE, Vice-President.

Importers of

Bar Iron, Steel
Boiler Plate

SHELF AND HEAVY

HARDWARE



Mantels

Grates

.. Tiles

CUTLERY

BICYCLE DEALERS' SUPPLIES

Cor. King and Victoria Streets

TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

FALL GOODS



Galvanized
and
Japanned

**Coal
Hods**

Stove Shovels

Dampers

Patent Stove Pipe
and Elbows

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, AUGUST 29, 1896

No. 35

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

THE INACTION OF CANADIAN MERCHANTS.

THREE weeks ago **HARDWARE AND METAL** announced that business men in Spokane, Washington, were making preparations to push trade in the Kootenay country, British Columbia, and that some of them, desirous of forming connections with wholesale houses and manufacturers in Canada, had written asking, through this paper, such to correspond with them.

So far, the only firms that have taken the matter seriously, and have asked to be placed in communication with the Spokane people, are those situated in the United States cities along the Canadian border. This is a sad commentary upon the enterprise of Canadian business men.

The correspondents did not solicit the names of United States business houses. It was Canadian firms they wanted. But it was enough for the firms just across the border to learn, through **HARDWARE AND METAL**, that trade with the Kootenay country was made more possible with the making of Spokane a sub-port and the establishment of bonded warehouses there. And to know was to act.

Canadian merchants, on the other hand,

from whom correspondence was particularly solicited, are as if they were sphinxes. This is humiliating, particularly to Canadians who have faith in their country.

The chief reason why Canada has not made greater strides than it has is, that Canadians have neither exhibited faith nor works relatively as great as our possibilities warranted.

The condition of affairs in the Kootenay gold country is an evidence of this. Ninety per cent. of the people there are from the United States, and under their ownership has fallen most of the richest mining properties there. British law reigns there, but United States customs predominate. Imagine Canadian towns being given up to celebrating the Fourth of July! That, however, is what is to be witnessed in Rossland and such mining towns.

Canadians have one of the grandest countries that Nature has given to any people. In the products of the field, forest and mine our possibilities are unlimited. But those outside are often the first to recognize these facts and consequently they are the first to gather the fruit. They may, perhaps not have more faith than we have, but they exhibit more works. That is evident.

Our merchants, manufacturers and others are often heard to complain regarding the limited character of the home market. Here in the Kootenay gold country we have an expansion: The great percentage of the people coming in there are from the United States; it is not the transference of the population of one part of Canada to another, such, for instance, as was witnessed a year or two ago when young farmers from eastern Canada swarmed to Manitoba and the Northwest. No, the influx of people to the Kootenay country is a distinct gain to the population of the Dominion.

One disadvantage to getting into the Kootenay country with goods is the absence of efficient transportation facilities. But

the pathway from Spokane into that part of the Dominion is not without its obstacles. One thing the Canadian manufacturer or wholesaler has not to contend with is a high tariff. This his confreres across the border have to contend with.

People are going into Rossland, Trail and other mining centres in swarms. This people must be fed and clothed. They produce nothing for themselves. All their attention is devoted to digging gold and other metals from the earth. And while they are doing this the people in the outside commercial centres provide the necessities of life. At present the manufacturers and merchants outside the country are doing this. That is, they are practically doing it, for in Canada it is only a business man here and there who has the courage to compete for the trade of that part of the Dominion in question. And the longer it is deferred the more difficult will it be to go up and possess the trade.

The market is worth seeking. As will be noticed, in an interview with Mr. T. C. Irving published in another column, it is estimated that in the lower half of West Kootenay something like 1,360 carloads of various kinds of merchandise will be consumed during the present year of grace.

Canadian manufacturers and merchants should go up and possess what is theirs. And the sooner they go up the better.

DECLINE IN IRON PIPE.

A reduction in price of something like 5 per cent. is announced by the makers of iron pipe in Canada.

The discounts are now as follows: $\frac{1}{4}$ inch, 60 and 2 $\frac{1}{2}$ per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ inch, 67 $\frac{1}{2}$ and 2 $\frac{1}{2}$ per cent.; $\frac{3}{4}$ inch, 70 and 7 $\frac{1}{2}$ per cent.; 1 inch, 70 and 10 per cent.; 1 $\frac{1}{4}$ to 1 $\frac{1}{2}$ inch, 70, 10 and 5 per cent.; 2 inch, 70, 10 and 10 per cent.

The cause of the decline is, no doubt, due to the weak and unsettled condition of iron pipe in the United States.

THE TERM "VALUE."

THE agitation in favor of the free coinage of silver, which is now attracting so much attention in the United States, is based upon an economical misconception: they labor under the delusion that value can be created at the mere ipse dixit of the Legislature.

If diamonds could be created at the mere impulse of the will, they would not be worth a cent apiece, for everyone could produce diamonds at a lower price if he wanted them.

Value can only be created by the expenditure of labor. Value is the cost of labor. In other words the value of a thing is determined by its cost of production. Another element it must possess is utility. A man may spend a whole year in producing a thing, but unless it is useful it has no value.

Silver has value. It costs the expenditure of labor to produce, and it has utility. But it is proposed, by legislation, to give it a value that it does not possess. Its marketable value to-day, compared to gold, is, roughly speaking, something like 32 to 1. And yet Bryan and his fellow Silverites propose to pass legislative enactments fixing it at 16 to 1.

You may declare a black man a white man, but he is a white man just the same. When silver costs as much to produce, other elements conducive to value being equal, it will be as valuable as gold. Until such is the case, not even the legislative enactments of a United States Congress can make it otherwise.

It may decree that sixteen ounces of silver is equal to one of gold. But gold relatively will still be above the ratio at which the Silverites propose to fix it.

The buying and selling of to-day is merely an improvement of the old bartering methods of by-gone days. We are still giving value for value. The law of exchange is value for value.

Money is to-day the medium of exchange. If we want to buy a pair of boots we do not give our surplus of some other product for it; we give money. Money must therefore possess value. And it must possess an honest value. Money given a fictitious value is not honest. When men were bartering horses in the old days each expected to get a sound horse in return. And to-day, when a man is exchanging a horse for money, it is only proper that he should receive sound money in return.

The United States Congress may pass a law stipulating that a man may pay his debts in either gold or silver at the ratio of sixteen ounces of the latter to one of the former. But there will only be one standard of value: Gold will go out of circulation.

Most of it will go out of the country, and that which remains will be hoarded.

With the loss of the United States' gold currency will come the loss of her credit. And the nation without credit is, like the individual in a similar condition, a fit subject for bankruptcy.

A silver dollar at 16 to 1 is practically fiat money. "A standard coin is one of which the value in exchange depends solely upon the value of the material contained in it." This is what Jevons, the well-known authority, says, and those, in both the United States and Canada, who are squinting at free silver coinage would do well to lay to heart the gospel therein contained.

THE COBBAN MFG. CO.'S NEW BUILDING.

THE most striking feature along Toronto's water front, and one of the most striking things that meets the eye of the railway passenger coming into the city, is the new factory building of the Cobban Mfg. Co., Ltd., on the lake front.

It is situated at Lake and Lorne streets, within a stone's throw of the water front, and its five storeys of red brick, surrounded by no other buildings, stand out in bold relief. The building has a frontage of 212 feet on Lake street and 90 feet on Lorne street, and is built on the slow combustion principle. One million feet of lumber was used in its construction. The engine is 200 h.p., and all the latest improved machinery for the manufacture of moldings, picture frames, mantels, office fittings, etc., is being put in position. The dry kiln has a capacity of 50,000 feet per week.

The building is now ready for occupancy, only some finishing touches having to be done, and next week the company will move in and be in a position to receive their customers and business men who may be in Toronto visiting the Exhibition. The building is convenient both to the Union station and the principal steamboat landings. The factory will give employment to 200 men, but the company expect, with increased business, to be able to add to this number at an early date.

BRITISH IRON FEATURES.

A. C. Leslie, the senior partner in the firm of A. C. Leslie & Co., Montreal, has just returned from an extended tour of the British iron markets.

Speaking to **HARDWARE AND METAL** this week, he said that as a rule all the British makers had plenty of orders, but that a lot of trouble had been experienced in getting delivery of Canada and tin plates. One of the main reasons for this, in addition to the drouth, was the failure of two of the

most prominent manufacturers, which cut off a large source of supply. The result was that tin plate advanced nearly a shilling a box since the beginning of the year.

The changes in other lines of iron and steel were but trifling, the desire of the makers evidently being to keep down advances as far as it was possible to do so. On the whole he looked for a generally steady range of values this fall.

THE GUELPH ROLLING MILLS.

HARDWARE AND METAL is pleased to learn that the Norway Iron and Steel Co. of Guelph have got over their recent little difficulty.

The \$25,000 of preferential stock which it was decided to issue has all been taken up, and at a meeting of the ordinary shareholders, held on Monday night, it was ratified.

The rolling mills are again running full blast.

The company makes a good quality of iron, and it is expected to go ahead now. It is to be hoped it will.

AMERICAN HAY-BALING WIRE COMPETITION.

Some time ago **HARDWARE AND METAL** referred to importations of American plain wire into the province of Quebec.

It was claimed at the time that these were old contracts, but it is now reported that a lot of new business has been done, especially in hay-baling wire, which is sold direct to the hay handlers by firms in the United States.

So keenly has the competition been felt recently in Quebec; that the Canadian makers have been asked to take steps in the matter. It is now under consideration by them, and it is believed at this writing that the result of the deliberations will be an extra allowance of 5 per cent. for the province of Quebec for car lots when made in one shipment.

HALIFAX HARDWARE CASE

THE committee of the Halifax City Council investigating the awarding of the city's hardware tender have finished their labors, submitted their report and—sat upon. They found that Black Bros. & Co., the successful tenderers, were really the lowest, but they appended to this a statement showing that there had been some mysterious shuffling in the Board of Works office over a list posted up for the guidance of officials. This list was supposed to be a copy of the tender accepted. Fuller & Co. found that

according to this list their tender was lower than Black Bros. & Co. The original tenders were: Black Bros. & Co., \$5,042.20; Fuller & Co., \$5,046.78. The posted list was \$5,127.40. When Fuller & Co. began to investigate the matter this list disappeared, but not before they had secured a copy. Another list was posted to conform to Black Bros. & Co.'s tender and bills of the latter, rendered in accordance with the old list, were called in and amended. The committee's report noted this, but the Council, on a vote of 9 to 8, threw out the report and adopted an amendment simply stating that the investigation found Black Bros. & Co.'s tender the lowest. But the question is not settled yet. Another effort will be made to have the Council reconsider its action and it is hinted that if it does not the matter will go to the courts.

TURPENTINE AND LINSEED WEAK.

The demoralized feeling in both linseed oil and turpentine still continues in Montreal. Prices here have taken another tumble this week in consequence of further large receipts, and some operators predict that bottom has not yet been touched. The most discouraging feature is that, despite the extremely low prices ruling on both, they tempt only a few isolated buyers to purchase in excess of their immediate wants. A result of this indifference and the large receipts is a growing accumulation of stock in first hands.

This week raw linseed was freely offered at 47c. with few buyers, and turpentine at 37c., even in five-barrel lots, Montreal terms.

NOVA SCOTIA CROP REPORT.

THE crop report of the Nova Scotia Government just issued is of a most encouraging nature and bears out the forecast which has already appeared in **HARDWARE AND METAL**. It says:

"It may be said generally that this is a most fruitful year. With the exception of a somewhat light hay crop, and this principally in the western part of the province, the outlook is of a very satisfactory character. As will be seen by reference to the returns from Annapolis and Kings, the garden fruit counties of the province, the promise of a magnificent output of apples places this important branch of agriculture beyond peradventure."

The following summary gives the condition and probable yield over the whole province:

Hay on upland 96 per cent. of a full average crop.			
Hay on improved dykeland, 97 per cent. of a full average crop.			
Hay on intervalle land, 100	"	"	"
Potatoes, 94	"	"	"
Oats, 102	"	"	"
Wheat, 97	"	"	"
Barley, 98	"	"	"
Buckwheat, 97	"	"	"
Mashley or Mixed Feed, 98	"	"	"
Indian Corn for Ensilage 95	"	"	"
Mangel Wurtzel, 85	"	"	"
Furnips, 96	"	"	"

DROPS FROM THE EDITOR'S PEN.

Cash discounts are assured profits.

The remedy for rest is to knuckle down to business.

Excessive ambition is the parasite which kills success.

Success is the offspring of Industry and Commonsense.

Frankness with customers earns business as well as respect.

He who cannot stand criticism is not well fortified for success.

The merchants' vampire is two-legged and of the genus homo.

Have a goal and persistently steer for it. No goal means no success.

As a man fishes for trout he can learn lessons of business import.

He who loses character loses that which is more precious than rubies.

An active trade is only maintained by active and progressive methods.

Adversity has made more men rich than all the gold mines in creation.

Experience is the best teacher, but she is also sometimes the most costly.

Understand your customers and they are not likely to misunderstand you.

Some men lacking in brain power try to make up for it by developing cheek.

Sound lives is what the insurer seeks and sound money is what the insured desires.

Successful business men are no more born of laziness than are canaries of vultures.

It is bad enough to fail honestly, but it is ten thousand times worse to fail dishonestly.

When a merchant gets a "hump on" he is merely straightening himself for business.

It is better to die poor than to die rich upon money obtained by questionable methods.

Silver is a good, useful metal; but it is not good enough to keep company with gold.

When a superfluity of old goods are lumbering a merchant's store it does not follow

that he is in the lumber business. It often means that a man who ought to be following some other vocation is lumbering in business.

Pedlars have the knack of obstructing trade as well as obstructing public thoroughfares.

Merchants, like mariners, who know not "where they are at" are in an unenviable position.

It may be impossible to maintain prices; but to maintain quality is a comparatively easy task.

Merchants who study window-dressing are at the same time studying the wants of their customers.

Merchants who do not take holidays voluntarily are sometimes compelled to take them involuntarily.

Because it is right every man should do his duty; not because of any reward that may be expected.

A well-dressed window developes, within the breast of the passer-by, a desire to purchase what is therein displayed.

People might have liked being fooled by Barnum, but it is a horse of another color when the merchant attempts to deceive them.

Rockefeller's income is reputed to be \$2.50 per second, and about all the poor fellow can get out of it is his board, lodging and clothing.

Wild oats is a bad crop in the man as well as in the field; and valuable time is wasted in cleaning them out of the one as well as out of the other.

It is not the man who says the most about it who is the hardest worker any more than it is the engine which kicks up the most fuss that is the most powerful.

Aim high, but take everything within your reach that will legitimately help you to attain your object. In essaying to reach the top storey do not despise the first step.

If you always tell the square truth you will never need to pray for a round or any other shaped hole in which you may hide when the search-light of truth is turned upon you.

If those who desire to inflate the currency would only get inflated to a point where they might float in the air it is possible they might be carried up into the clouds and out of sight.

A SYSTEM OF DEALING WITH EMPTIES.

BOXES, oil cans, etc., sent out to customers, are in too many shops a source of expense, trouble and annoyance. They are also a fruitful source of disputes with customers. In sending out goods the packer frequently omits to charge the box, and in many cases when the goods are being entered up this is overlooked. The customer on receiving his invoice, and finding the box not charged, naturally comes to the conclusion that this is intentional, and, of course, does not incur the expense of returning it. Or supposing that the clerk notices the omission, on inquiry he finds that the packer cannot recollect the value (marked on box possibly) and then it is charged at another figure. When the package comes back it may be credited at its marked value instead of at price actually charged. Towards solving the troublesome problem of how best to get rid of such difficulties I have devised the following method, and have found it effective. In books of a size—say, 8 inches by 4 inches—each page is formed to consist of four tickets and duplicates, as shown in the sketch. The tickets are gummed, numbered

Date No. 1 Price Name	Date No. 1 Price
Date No. 2 Price Name	Date No. 2 Price
Date No. 3 Price Name	Date No. 3 Price
Date No. 4 Price Name	Date No. 4 Price

consecutively, and perforated for tearing out. The particulars as to date, price, etc., are entered in ink, and the tickets gummed either on the box itself or (preferably) with address, but in the case of oil cans on the can itself. The despatch clerks, porters and message boys are instructed that they are on no account to send or take out any package unless these tickets (showing that the package has been charged) are attached. The duplicates are compared with the day book daily, and numbers and prices of boxes, cans, etc., entered. I have found since the adoption of this system that the packer seldom, if ever, omits to enter it. Possibly the chief reason of this is that whereas previously, instead of taking a note of each box as it was packed, he trusted too much to his memory, and now he finds it more convenient to put the neces-

sary ticket on at once than to do so afterwards. Its omission also betrayed to others that it was not entered. Another advantage of this system is the assistance it affords in crediting returns. As a rule, packages are returned with the original addresses entire, and in this case, with the numbers and prices attached, there is no need to look up the books for particulars, as the ticket is quite sufficient for this purpose, and the credit-note can, therefore, be despatched at once—a great matter, as, when clerks are busy, the credit-book is often allowed to fall behind for want of time (and inclination as well, sometimes) to look prices up. This is annoying to customers, as they are never sure if their returns have been received and credited. Another advantage is this: Customers have sometimes a considerable number of empties out, charged at various prices. Perhaps they return a part, only possibly not in the order they received them, and it is sometimes difficult to identify them and credit them at the same prices as charged. Of course, if they were all sent back or returned in the order sent out, it would be all right; but this is not always done, and a customer may have a credit note sent for 6d. when he was charged 2s. 6d., or vice versa. Of course, when all the empties were returned, the value allowed would be all right, but the customers are not aware of this.—Ironmonger.

A MODEL AMONG MODELS.

'Twas Addison who wrote:

"'Tis not in mortals to command success,
But we'll do more, Sempronius, we'll deserve it."

And yet some people and some things, considering the ease with which they achieve it, appear to come perilously near to the commanding of success. Among the institutions at whose beck success joyfully approaches is Toronto's Great Exhibition, that commences on Monday next and lasts until Saturday, September 12. For 18 years it has annually grown larger and better, until now one almost wonders in what department it can be improved.

In this year of grace, 1896, it will present many superlative attractions. It will present that model and modern marvel, Edison's Eidoloscope. It will present the greatest array of horses, cattle, sheep, pigs and poultry that have ever been gathered together within one enclosure. It will present many beautiful pictures, including F. M. Bell-Smith's portrayal of events attending the death and funeral of Sir John Thompson, for which the Queen herself honored him with a sitting. It will present an electrical theatre. It will present the most wonderful elephants the world has ever known. It will present a collection of cheese and butter that all the nations of the

earth together could not surpass. It will present a hundred novel attractions, such as have never before been gathered together in one place. It will present the resources and products of the greatest country under the sun—our magnificent Dominion. It will show a collection of minerals, cereals, vegetables and fruit, all gathered in Canada, that no other country could equal, let alone excel. It will nightly present a startlingly brilliant display of fireworks and a series of stupendous spectacles. Above all, it will afford amusement, instruction and information for hundreds of thousands of hard-working people, for whom Toronto Fair provides more entertainment than can be got in any other city for ten times the expenditure it involves. And this year the first week will be as complete as the second, and a single fare for the round trip will prevail from every point in Canada and the State of Michigan the whole time, with several cheap excursions.

CHROME ORE FROM NEWFOUNDLAND.

The recent discovery of chrome ore, says The Philadelphia Press, at and the arrival here yesterday of a cargo of it from Port Au Port, a small settlement in Newfoundland, thirty miles northeast of Cape St. George, mark a new departure in the shipping industry, and promises the opening up of a large trade between Newfoundland and Philadelphia. Laden with 150 tons of this ore, the British schooner, Parthenia, Capt. Sabean, arrived here yesterday and was docked at Girard Point, where her cargo will be discharged. The small cargo is brought here only as a sample, and if found to be up to the standard of that quality of ore brought here from South America larger vessels will be put into the trade, and arrangements for the working of the newly-discovered mines on a larger scale will at once be made.

The cargo of the Parthenia is said to be a very rich grade of chrome ore. Capt. Sabean, of the Parthenia, which was sixteen days making the voyage to this port, says the trip was the finest one he ever made, and the ocean all down from Newfoundland was smooth as a lake.



There are some good varnishes made besides Pratt & Lambert's. There are some varnish makers who make a good varnish one time, and the same varnish made at another time is no good. This means lack of uniformity in the material, and carelessness, due to want of system, in the making.

Pratt & Lambert's varnishes are uniform—have been so for more than twenty-five years. They are made on a system in a modern varnish factory, with a modern plant.

The
Cottingham Varnish Co.
Ltd.
MANUFACTURERS
Montreal.

.. THIS FALL ..

We would suggest that any buyers of paint who have not yet tried The Sherwin-Williams goods that they order a small quantity—just as small a lot as you like, to try them. We never ask a dealer on the start to take a large quantity. We are as well pleased with a small opening order as a large one. Our experience has been that wherever we get the goods in we make a permanent customer—a well satisfied one.

.. NEXT SPRING ..

When the most important business is done in paints you will know whether our goods are all we claim for them. If they are, they will help you immensely to increase your paint trade, and therefore your profits.

We have made some big claims in the advertising we have done in this paper for The Sherwin-Williams paints—We have only stated what is absolutely true, and we ask an opportunity of proving it.

The Walter H. Cottingham Co. Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paint,
MONTREAL**

THE ROLLER STEAMER.

IN the presence of numerous foreign engineers and a large crowd of onlookers, the so-called roller steamer, the invention of M. Bazin, a well-known marine engineer, was launched on the 20th inst. at Paris at the Cail dockyards at St. Denis. The vessel will traverse the Seine, cross the English Channel and go to London.

The boat is a large rectangular iron box 40 metres in length, 11 metres 80 wide and 1 metre 70 high. It is mounted on six lenticular disks or rollers, 10 metres in diameter and sunk in the water 3 metres 33, while the lower floor of the box is at an equal distance from the level of the water. In the sides of the box is the machinery, which is of 750 horse-power. This sets in motion a screw and the rollers. In the upper part of the vessel, between the disks, which pierce the box and extend beyond it about two metres, are comfortable cabins. This strange looking vessel has a displacement of 280 tons.

M. Bazin's first experiments were made with a small model, the rollers of which were moved by clock work, the propeller being replaced by a weight of 200 grammes, which was attached by a string passing over a pulley to the front of the boat. When

the rollers were not working the miniature boat took twenty-two seconds to cross from one side of the large vessel in which it was placed to the other side; when they were working it took only eleven seconds. As the power necessary to keep the rollers at work is only one-quarter of the power that is required to keep the screw going, the mathematical result is that the speed of the vessel is doubled by an extra expenditure of power which amounts to only one-quarter. But a vast increase of speed is not the only advantage claimed for these rolling steamers. It is pointed out that when they shall be used the length of voyages will be diminished, the consumption of coal will be lessened, and, as a natural result, passengers and freight will be transported at far less expense than heretofore. Moreover, experts claim that the stability of the rolling boats will be far greater than that of the steam vessels at present in use. It is also claimed that the catastrophes at sea would practically cease by the use of rollers. In case of a collision or other accident, though some of the rollers might be damaged, some would almost certainly escape damage, and two would suffice to keep the vessel afloat and take her into port.

M. Bazin expects the boat to make from

45 to 50 kilometres an hour while crossing the Channel. The theory of the inventor is that boats should roll over the water instead of cutting through it. He has designed a large steamer on the same principle, which he estimates will make the voyage from Havre to New York in four days.

SELLING SKATES.

An American hardware firm thus describes, according to an exchange, a scheme to which they resorted in order to push their stock of skates. They bought a lot of fancy colored cut pictures, about two by four inches, in irregular form, and had printed on the back of each, "Ladies' and gents' skates, all sizes, just received at Blank & Co.'s." They then fastened colored ribbon, about $\frac{1}{8}$ in. wide, to the cards and sent two of their assistants, with their skates, to the river where the skating was going on, and had them each tie one of the cards to the buttonholes of their coats. Before a half-hour had elapsed about 500 of the skaters, ladies as well as men and children, had the cards tied to their clothes, and each card was an advertisement of the firm. The result was they sold over 400 pairs of skates in about a week's time.

TRADE CHAT.

MR. CLAWSON, a Brantford merchant, died from eating toadstools, which he mistook for mushrooms.

Lobo village is being connected with the Bell Telephone Co.

Mr. Yater, hardware merchant, of Paris, accompanied by his wife, are visiting John Cummings, Alvinston.

Last year Mr. Smiley, of St. Thomas, sold nearly 300 stoves, and expects to do as well, if not better, this season.

Messrs. Cant Bros. & Co. have completed arrangements for the removal of their works from Galt to Lancaster, N.Y.

Platinum wires have been drawn so fine that two of them twisted together could be inserted in the hollow of a human hair.

A fly-wheel in Germany is made of steel wire. The wheel is 25 feet in diameter, and 250 miles of wire were used in its construction.

Mr. G. W. Gaden, manager of the London Auer Light Co., has resigned his position to identify himself with the formation of the Canada Can Co.

Listowel will have electric light and an up-to-date system of water-works, the by-law authorizing the construction of the same having passed.

The Maritime Board of Trade will meet in St. John, about Sept. 25. Already outside Boards are electing delegates. The meeting will be an important one.

The Canadian Bridge Company have completed the bridge at Payne's Mills, and are now at work at the Banbury bridge, Southwold, and a bridge over Otter Creek in Bayham.

Goderich merchants have agreed that a document, binding the signers to charge 10

per cent on American bills and 20 per cent. on silver, should be circulated among the business men.

Mayor Little, of London, has returned from his trip to the east. "The plans for the car works here are all completed," he said, "and tenders will be asked for in a few days."

D. C. Phillips and J. C. Philips, brothers, who run the Woodstock Wire Mattress Co., pleaded guilty to the charge of giving checks on the Molsons and Commerce Banks, knowing that they had no funds. The magistrate allowed them to go. They were held in jail for 10 days.

The Toronto Board of Trade has received notification that the New York Life Insurance Co. had consented to the Board's request for a reduction of the interest rate on their mortgage to three per cent. This means a saving of between \$4,000 and \$6,000 to the Board annually.

Messrs. Nash and Lawrie, merchants, of Orono, County of Durham, have issued a writ against the Hartford Fire Insurance Company. They claim that by virtue of the policy they took out in April, 1895, the company should pay them \$5,000 for damages caused by fire.

Fire broke out on Friday at Alexandria, Ont., in the stables belonging to D. & A. McPhee, destroying them and those of the St. Lawrence Hotel. The hotel was also gutted, as well as D. & A. McPhee's general store, J. McLeister's drug store and the millinery store of Miss McDonald. Total loss between \$8,000 and \$9,000.

The machinery of the new acetylene gas works has been started at Merriton, and the first calcium carbide ever produced in this country was made. The generators, water-wheel and other machinery are of the best,

and it is worth while to walk through this new industry and watch the manufacture of carbide. Work is nearing completion on the large annexes to the main building. The buildings give the locality a changed look, and will prove a boon to the little town beneath the mountain.

Mr. Archie B. Morris, who has been so long connected with the G. B. Morris hardware business, leaves on Monday morning to take a position in the same line in Kaslo, B.C. Mr. Morris is well posted in the hardware business, possesses good managing ability and has a disposition which makes and keeps friends. His departure from this city will be much regretted by his large number of associates and acquaintances and he will bear with him the best wishes of all.—Herald, Guelph.

On the night of November 7, 1895, the general stores of Urlin Bros., of Dutton, were destroyed by fire. An inquest was held; and subsequently A. D. Urlin and his son George were arrested, charged with firing the building, but were subsequently discharged. There was an insurance of \$8,000 on the building and contents, but no settlement was ever reached until Thursday, when Mr. Harshaw, for the insurance company, agreed to pay Mr. Urlin \$6,300, which was accepted, and the money paid over.

Overtures have been made to the city authorities, asking upon what terms the old Waterous building could be obtained by a firm having factories in London and Toronto. The firm have bought out a London factory, and desire to combine it and a certain branch of their Toronto business in one building. The London place is hardly suitable for the combined factories, and a location must be found elsewhere. The firm think the old Waterous building would suit them admirably. The correspondence will be brought before the manufacturers when it meets.—Brantford Expositor.



High Velocities. Low Pressures.

Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**

THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts



**TRIALS by ELEY BROS. and
"ROD & GUN."**

**UNEQUALLED RECORDS.
VELOCITIES:**

At 21½ yards, 1012'68 feet per second.
43 872'72
Far in excess of any other Powder—Nitro or Black.

Pattern 233.

**Pads penetrated (Eley's Special) 30'6.
Pressures 2'17 tons only.**

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles;
also for punt guns.

"Rifleite '303." For Lee-Netford and other
Magazine and Sporting
Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military
Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '23 to '380 bore
also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER
Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry
stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 Front St. West, **Toronto**



AMERICAN DEAD SHOT

FG. FFG. FFFG.

Manufactured by

Aug 21/96
"American Powder Mills"

STRONG, UNIFORM, CLEAN

IN 25-LB. IRON KEGS

Order from us and we will send you the genuine powder.



SCHULTZE SMOKELESS

This powder is the best known and has the best reputation of any smokeless powder on the market.

FUSE—Hemp, Single Tape and Double Tape

GUN WADS—Eley's and Baldwin's

CARTRIDGE CASES—Eley's, U.M.C. and Dominion

METALLIC CARTRIDGES—U.M.C. and Dominion

LOADED SHELLS—U.M.C. and Dominion

GUN CAPS and PRIMERS—Eley's, U.M.C. and Dominion

LARGE ASSORTMENT - CLOSE PRICES

ALSO

PIEPER B.L. GUNS. WINCHESTER AND MARLIN RIFLES

Graham Cut and Wire Nails are the Best.

H. S. HOWLAND, SONS & CO. - TORONTO

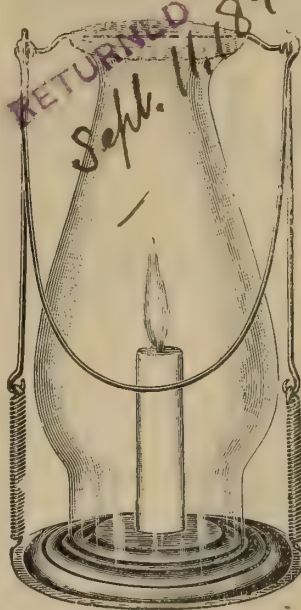
ARE CUT NAILS DOOMED ?

THIS query is one which seems to us to merit the careful consideration of our nail manufacturers, who have, we fear, of late years manifested a tendency to allow too much of this business to pass into foreign and American hands. Probably the tentative change is largely owing to the success of the continental makers in the wire trade, but, be the cause what it may, it appears to be a fact that we are not doing justice to ourselves in respect of the manufacture of wire nails. In the recently-issued official report of the American Iron and Steel Association statistics of a very striking character are given, proving that the wire nail trade is increasing at an enormous rate, whilst the production of cut nails is declining almost as rapidly. In 1886 the output of iron and steel wire nails in the United States was 600,000 kegs, in 1889 2,435,000 kegs, in 1893 5,095,945 kegs, and in 1895 5,841,403 kegs. In 1886 the production of cut nails was 8,160,973 kegs, the highest total ever recorded, whereas in 1895 only 2,129,894 kegs were made, or very little more than one-fourth of the quantity turned out in 1886. Last year practically all the nails were of steel, and as each keg weighs 100 lbs., it will be seen that the production of wire nails alone was 260,777 tons; and it is worthy of note that the output of wire-rods in the United States was 791,130 tons, as against 457,099 tons in 1890. It is obvious, therefore, that in America the displacement of cut nails by wire nails is going on apace, and that it is only a question of a short time for the cut nails to become practically extinct. In this country we have, unfortunately, no statistics relating to the subject, but there are good grounds for fearing that we are not doing all that we might or could to hold our own, either in the wire trade or in respect of wire nails. As a matter of fact, any want of success in the production of wire necessarily involves a failure in respect of the wire nails, seeing that in Germany, Belgium and the United States the nails are largely produced in order to use up the wire. In Germany and the United States the well-protected home markets naturally afford a "backbone" to the makers there, and by selling at good prices at home they can afford to compete keenly in the British, foreign and colonial markets—as indeed, they do, and have done for a long time past. But even if that is the case, our own manufacturers would be wise to look into the matter afresh, and plan out some method of meeting the competition. In cut nails we have held our own, and we are of opinion that we may do the same in wire and wire nails if masters and men go about the thing properly. Our exports of wire have in-

creased steadily for some time past, a fact which encourages the hope that the wire nail trade of this country may be greatly expanded by the use of proper material and the most modern machinery, aided by the conscientious co-operation of the workmen with their employers.—Ironmonger.

THE "HANDY ANDY" LANTERN.

The accompanying cut illustrates the "Handy Andy" lantern, which is claimed to be the cheapest lantern offered, but its low



price is only one of its many advantages. No wind can blow it out, half a candle will burn six hours, it takes the ordinary lamp chimney, No. 1 or No. 2. It saves candle and gives a steady light outdoors or indoors without smell. For illuminations, it is

supplied with stained chimneys in a variety of colors and has the advantages over the Chinese lantern of giving light and of not being damaged by rain. It is now extensively used in the United States as a campaign light, on excursion boats, and places of amusement, besides residences. Its steady light and economy of candle make it useful in place of candlesticks. This useful article has been patented in all American and European countries. Painchaud, Squire & Co., Montreal, are the agents for Canada.

TO PROSPECT FOR ONTARIO GOLD.

Application has been made to the Ontario Government for the incorporation of the Seine Manitou Gold Mining Co., Ltd. The objects for which incorporation are sought are to explore and prospect for gold mining properties in the district of Algoma, of Rainy River and of Lake of the Woods, to buy and sell gold mines and gold mining locations, to develop and work gold mines.

The operations of the company are to be carried on in Ontario, and the head office of the company is to be at Toronto.

The amount of the capital stock is to be \$500,000 divided into five hundred thousand shares of one dollar each. The applicants are: Charles J. Hollands, of the village of Fort Frances, justice of the peace; Walter J. Keating, of the same place, barrister-at-

law; William Herbert Cawthra and Edmund Bristol, both of the city of Toronto, in the county of York, barristers-at-law, and Simeon H. Janes, of the same place, broker.

A MINING MYSTERY.

A Rat Portage despatch to The Winnipeg Free Press says: "The name of Manitoba is not usually associated with gold discoveries, and it will perhaps astonish the average Free Press reader to learn that within a very few days, no less than two parties have been anxiously searching a certain corner of the Prairie Province for indications of the precious metal. So far the labors of these very mysterious prospecting parties have not been crowned with any great amount of success, though one gentleman not remotely connected with the C. P. R., deceived by the appearance of some water with which his search for gold brought him into contact, returned in a very excited condition, reporting that he had located a big coal oil strike. Some fifteen years ago a gentleman named Illiffe, and a partner, sank a shaft on a mining property from which they took silver and gold in pleasing quantities. Pending the dispute between Manitoba and Ontario the owners of the rich location died. Since then the embryo mine has been completely lost sight of, and to-day not a living person is able to point out the spot where the two pioneer miners sank their shaft a decade and a half ago. Starting, however, with a knowledge of the fact that Mr. Illiffe and his partner shipped their bullion from Cross Lake station, several gentlemen with keen noses for a color of gold, have been out in anxious search for the long lost mine in that neighborhood. They did not succeed, however, and the secret of its exact location remains as inscrutable as ever, and will no doubt so remain to puzzle future generations of prospectors and disturb their mental equilibrium with vague and misleading outcroppings of 'ile.'"

Stratford flax millers estimate that they will handle 1,200 tons this year.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

We will occupy
these
premises

about the 1st of Sep-
tember, and will be
pleased to meet our
many customers and
friends during Exhibi-
tion week.



Cobban Mfg. Co. Ltd.

. . . NEW PREMISES . . .

Corner Lake and Lorne Streets
Opposite Union Station

TORONTO

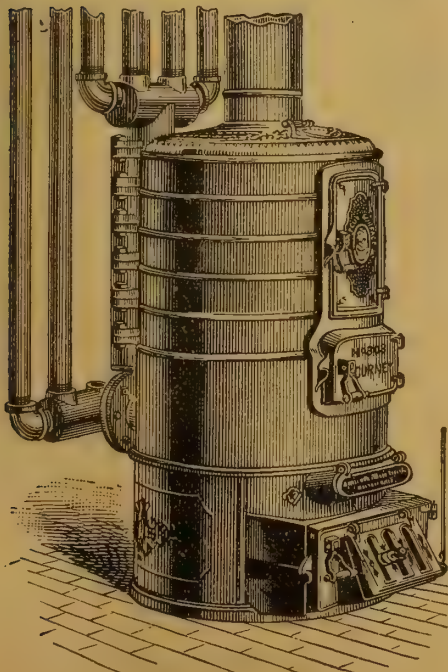
Leading Architects and
Engineers endorse

"OXFORD" Boilers and Radiators

For

HOT WATER OR STEAM

as the World's Standard
for mechanical excellence.



The Boilers have unequalled construction and perfect circulation.

The Radiators have iron to iron joints, no gas-kets, no leaks, no repairs ever needed. Every foot is prime heating surface and they are made in all possible sizes and styles with special tapping to suit all connections.

SEE OUR CATALOGUE FOR FULL DETAILS

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

ESTABLISHED 1860

INCORPORATED 1895



Fire Shovels

"DUPLEX"

Made of the best sheet steel, heavy and extra strong. The handle is made of two pieces, forming an oval, and the scoop is rivetted between, thus uniting three thicknesses of metal at the junction of the handle and scoop, imparting great strength where most required and where the strain is greatest.

The Thos. Davidson Mfg. Co. Ltd.

Montreal

STOVE BOARDS, COAL HODS, ELBOWS, ETC.

DON'T KNOW THE COST.

ALL sorts of reasons have been given for the unsatisfactory state of trade, writes D. E. L. in Metal Worker, but recently it has been pointed out by a number of large business houses that one important cause is ignorance of the true cost of making goods and doing work. This condition of affairs does not apply to one trade alone, but is as true of the foundry and factory man as it is of the tinner, plumber and heating contractor. In response to an enquiry as to the condition of trade, a large manufacturer stated, much to the surprise of his hearers, that there was a decided improvement, and went on to explain that one of the most prominent manufacturers in the same line of business had recently changed the method of calculating the cost from the guess of an experienced practical man to the systematic keeping of an account of each item of the cost by a careful and competent clerk. On knowing the exact cost of the goods or work very few people are willing to sell at less than a profit. A heating contractor who does a successful business keeps a book in which he enters the contract price he is to receive for a job, and beneath it his estimated cost of labor, boiler, radiators and other materials, deducting their total from the contract

price in order to see the profit he anticipates he will make. He makes it a point to charge against each job all of the materials and labor and other incidentals which go to make up its cost as the work is being done, so that when it is completed he can compare the actual cost with the estimated cost, which, in the matter of labor, is very important information to acquire. A manufacturer of heating goods, in order to know what must be charged on goods in addition to their simple producing cost, has prepared a special book in which all items for carrying on business are charged, so that he may know the proper percentage which must be added to the producing cost of the goods to make the selling price. In some cases this is done by estimating and the absolute cost is not known. The importance of knowing the cost cannot be too deeply impressed upon any business man, and those who do know the cost often find when bidding for contracts that the work goes to others who have no way of ascertaining the true cost of the work. In a comparatively small business, if the manager has acquired proper habits, there is very little difficulty in becoming thoroughly conversant with this all-important information. In attending to this very important matter of cost, the more important labor of selling goods must not be neglected. Those

who have a preference for office work and accounting sometimes elaborate a system until it absorbs too much of their attention, and the canvassing for trade and the making of acquaintances, which can only be secured through continual visiting of prospective purchasers, occupies too small a portion of their time. Such a habit should be corrected.

A WARNING TO PATENTEES.

The first of the reports of the High Commissioner in London, Eng., has called the attention of the Government to the complaints which have reached England from Canada respecting an organization called the International Patentees' Agency, which has been advertising extensively in Canada, to procure patents in Europe for Canadian inventors on payment in advance of certain sums of money. The association had its headquarters in Victoria Chambers, Chancery lane, and from information obtained in Scotland Yard it appears to be a first-class swindle agency. It consists of one man, who, previous to turning his attention to Canada, operated successfully in the United States until the Government of that country took the matter up and caused a warning to be published for American inventors. Sir Donald Smith advises that a similar warning be conveyed to Canadians who may be interested in patents.

BOWMAN, KENNEDY & Co.

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR . . .

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains:

PROMPT SHIPMENT AND CAREFUL ATTENTION

GIVEN TO ALL ORDERS

Sanderson Percy & Co.

61, 63 and 65
Adelaide St. West,

Toronto

**PAINTS, OILS, VARNISHES
AND WINDOW GLASS**

McCREADY BICYCLES

*"Just a little faster
than the rest."*

MORE RACES WON ON McCREADY BICYCLES

Aug. 22, '96, at Massey-Harris Games, Toronto—

- 1 Mile, Won by Barnett on a McCready
- 2 Mile, Won by Barnett on a McCready
- 3 Mile, Won by Barnett on a McCready
- 5 Mile, Won by Barnett on a McCready

Aug. 21, '96, at Simcoe, Ont.—

- 1 Mile Handicap, Won by R. Thompson on a McCready.

Aug. 19, '96, at Police Games, Toronto—

- 3 Mile Open, Won by J. Egan on a McCready.

Aug. 13, '96, at St. John, N. B.—

- 1-2 Mile Amateur, A. D. Caldwell Won on a McCready.

WIN ON A McCREADY AND GET A MEDAL

The R. A. McCREADY CO. Ltd.,

Temporary Premises
219-221 Yonge Street

Toronto, Ont.

We are making a specialty during next two weeks of

Guns, Rifles, Revolvers, Ammunition, Etc.

Ask for our Catalogue and Discount Sheet. Also offering special inducements in number of lines of

Hardware, Tinware and Lamp Goods

We anticipate a call from our many friends during the Fair.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. **TORONTO**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Aug. 28, 1896.

HARDWARE.

THERE are few features in the general hardware trade at this writing. For the time of year the volume of trade is fair though of a very quiet character. Sporting goods, such as guns and ammunition, receive most of the attention in the case of orders for prompt shipment, while wire and cut nails are almost without movement, and the same can be said of many other staple lines. In fall goods, such as draining tools, tinware and stove furnishings some inquiry is noted, but it has led to no business as yet. In wire there is talk of a decline in hay-baling for the province of Quebec and it may come this week. Carriage bolts, on the other hand, have a firmer tendency.

PLAIN WIRE—Aside from an unsettled feeling in regard to hay-baling wire there is no feature to note. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—Dull and unchanged. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—Very little change to report. The basis is \$2.75, f.o.b. Montreal.

WIRE NAILS—A moderate demand is experienced. We quote: 70 and 10 f.o.b.

Montreal for Quebec province, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—There is a small demand for these at 50 per cent.

HORSESHOES—The demand noted recently is still maintained to a fair extent. We quote: Iron, \$3.50, and steel \$4.75 to \$5.75.

PRESSED SPIKES—No change to report, discounts ranging from 30 to 35 per cent.

SCREWS—There is a fair trade passing. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Business is fair and values have shaped rather firmer, as some jobbers have reduced their discounts to 10 per cent. Others still adhere to 12½ per cent.

CARRIAGE BOLTS—The tendency on these is firmer, and an advance is predicted. We still repeat the old discount of 60 per cent. in the meantime.

IRON RIVETS—There is a fair trade in a small way. Discounts 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Are in fair demand at 50 per cent.

BINDER TWINE—Business has almost ceased. We quote nett spot basis 6¼ to 7¼c. as to brand.

ROPE—Quiet, as follows: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ to 8¾c. for 7-16 and upwards.

BELTING—A moderate number of orders were attended to this week. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra, and 50 to 60 per cent. on No. 1.

CUTLERY—There is a quiet trade of a sorting character for both table and pocket stock.

SPORTING GOODS—Guns and ammunition have met with a pretty free demand during the week, especially powder and shot.

APPLE PARERS—The demand is well maintained at \$5 per dozen up.

PLUMBERS' SUPPLIES—Some call has been experienced for these during the week.

ICE CREAM FREEZERS—Very little doing, and prices the same. We quote \$1.40 to \$7, according to capacity.

CHURNS—Unchanged at 70 per cent. off the list.

CLOTHES WRINGERS—Small lots keep moving out at \$26.50 to \$27.

AXES—No change. Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5 50 per doz.

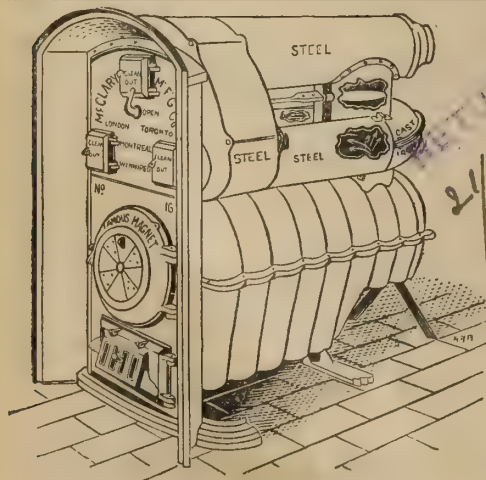
TOOLS—There is some demand for shovels and picks, also for grain scoops.

TINWARE, ETC.—Stove furnishings, such as zinc footboards, coal hods, etc., are commencing to be asked for.

BUILDING PAPER—Quiet and unchanged. We quote: Plain building, 30 to 35c.; tarred lining, 40 to 45c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—Demand slow and prices unchanged. English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—A fair trade is doing in firebricks at \$16 to \$21 per 1,000, as to brand.



The "FAMOUS MAGNET" Wood Furnaces

Each season increases their popularity.

Their immense heating power, economy in fuel and ease of management commend them to all. We will this season make them in eight sizes—Nos. 12, 14 and 16, with three steel cylinders in radiator, Nos. 112, 114, 116, 17 and 19, with four, giving a line suitable for all conditions.

We can gladly refer you to every buyer who has handled them, and it will pay you to investigate their merits.

The McClary Mfg. Co., Ltd.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Clothes Lines
Mining and
Elevators Semaphore
Guys, etc. Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

1865--1896

The difference is 31; that is the number of years we have been manufacturing the "C" brand horse nails. Don't you think we ought to know something about making horse nails by this time? We have made them our particular study; our entire works, plant, and machinery, and employees are all devoted to the one business, and that is why we maintain the lead. If you want the best horse nail, you can always get it by purchasing the "C" brand, with our name on each box.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCHFactories of the ST. GOBAIN CO. makes the **Best**
Shop Windows. The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

METALS.

There is no strikingly new feature in the heavy iron or metal market. Demand, as a rule, is light, and prices generally remain as last quoted.

PIG IRON—There has been little doing in pig iron. We quote: Summerlee and equal brands, \$19 to \$19.50. Carron, \$19.50, and domestic pig, \$16.50 to \$17.50, according to grade.

BAR IRON—Dull and unsettled, with sales of moderate-sized lots at \$1.50. In fact, it is doubtful if an order for any quantity, no matter how small, would be refused at \$1.55.

HOOPS AND BANDS—A moderate demand on the basis of \$2.30.

SHEET STEEL—There is little business passing. We quote: \$2.50 to \$2.75.

TINNED IRON—Inactive and rather heavy at \$5.75 up to 24 gauge.

SHEET IRON—A moderate jobbing call for black sheets is noted at current quotations.

GALVANIZED IRON—There is a moderate but well-maintained demand for galvanized sheets. We quote: Queen's Head, \$4.25 to \$4.50, and Lion brand, \$5.25 to \$5.50.

LEAD PIPE—A fair trade in a jobbing way is noted on the basis of 7 to 7½c., with 30 off.

PIG LEAD—Business is quiet at \$3.25.

INGOT TIN—Business quiet and prices steady at 16½c.

INGOT COPPER—A moderate call at 12 to 13½c.

SHEET COPPER—Business quiet and prices steady on the basis of 16c.

IRON PIPE—No change is noted in iron pipe. We quote discounts 50 to 70 and 10 off the list.

CANADA PLATES—There is quite a fair import demand, but supplies are coming forward very slowly. For this reason prices have a firm tendency at \$2.25 to \$2.30.

TIN PLATES—Remarks regarding Canada plates apply with equal force to tin plate. We quote: Cokes, \$2.75, and charcoal \$3 to \$3.25.

TERNE PLATES—There is no change in these. Import orders are on the increase, while values are held firm at \$5.75 to \$6.25.

SOLDER—No change, demand being quiet at 11½ to 13c.

SHEET ZINC—There is a stronger tone in sheet zinc, though demand rules quiet. Casks have sold at 5½c. this week, and we quote 5¼ to 5½c.

SPELTER—Quiet and featureless at \$4.50 to \$4.70.

ANTIMONY—Trade small and quotations the same, at 10c. up.

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

GLASS.

There is no change in the glass market, window glass still offering here despite the strength west at \$1.30. We quote: \$1.30 for first break, \$1.40 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

While there has been some revival during the past week the volume of business is still light, orders being mainly of a sorting-up nature. The extremely low prices ruling for linseed oil and turpentine tempt only a few to purchase in excess of their immediate wants.

WHITE LEAD—Is in fair request and prices continue steady. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Meets with little enquiry. Prices unaltered. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¼c. in casks, and 4c. in kegs.

LIQUID PAINTS—Which have been quiet for some weeks show signs of improvement. Prices as scheduled.

LINSEED OIL—With further arrivals this article is more than plentiful, and prices are easy in consequence at 47c. for raw and 50c. for boiled, Montreal terms.

TURPENTINE—In good supply and with only a moderate demand prices are barely maintained. The current quotation is 38c., but 1c. less would be accepted for 5-barrel lots, Montreal terms.

VARNISHES AND SHELLACS—Present more activity than the general paint trade. Prices continue as listed.

CASTOR OIL—Market bare and prices firm at 7½ to 8½c.

NAVAL STORES—A moderate demand at former prices. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is little change in chemicals. We quote: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

HIDES.

Another decline of ½c. has taken place in beef hides, prices now being 5c. for No. 1; 4c. for No. 2, and 3c. for No. 3.

PETROLEUM.

Demand is better, but prices are the same. We quote: Canadian refined, in car lots, 15½c, 20 barrels 16c., smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

ASHES.

This market has ruled quiet and prices are unchanged. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05, and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Sheet zinc is held firmer here at 5½c for round lots.

Arrivals of cement were 4,600 barrels English and 3,000 Belgian.

A decline of ½c. has been established this week on all grades of hides.

Linseed oil continues to show a declining tendency this week. Also turpentine.

Lewis Bros. & Co. report a good demand for English cattle chain. Trade would do well to ask for figures on these goods.

A. C. Leslie & Co., St. Paul street, Montreal, call attention to their samples of cutlery for fall importation. They have some specially attractive lines this season.

The Canada Horse Nail Co., in their advertisement last week, offer some good suggestions as to the best method of keeping horse nails in stock. Their "C" brand, put up in special boxes, will not remain on the dealers' shelves long.

ONTARIO MARKETS.

TORONTO, Aug. 28, 1896.

HARDWARE.

TRADe exhibits a little more activity than it did a week ago, orders being more satisfactory for shelf and heavy hardware and tinware. The trade is now booking orders for axes, axe-handles, cross-cut saws and other fall specialties. In wire and nails the situation is much the same as before. Further improvement is to be noted in the demand for horseshoes and horse nails. An increasing trade is reported in carriage bolts. The same may be said of rivets and burrs. Rope is more active than for some time past. Belting is less wanted than it was. Sporting goods are in good demand, and business in cutlery is, if anything, better than it was. The demand still keeps good for apple parers. Increased activity is to be noted in clothes wringers. Building paper is scarcely as slow as it was. Payments are moderate.

ORDINARY FENCE WIRE—There is no improvement, orders still being exceed-

ingly scarce. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—No improvement. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—Orders are still only moderate. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent, and Manitoba and the Territories 67½ per cent.

CUT NAILS—No improvement. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—If anything trade is a little better than it was a week ago. Discount, 50 per cent.

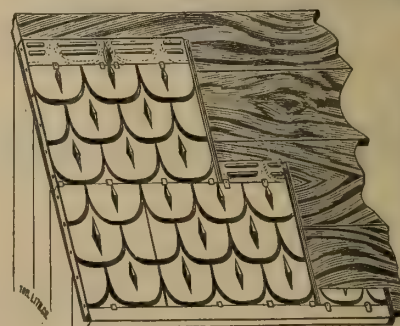
HORSESHOES—Are in greater demand than they have been for some time. It is the iron shoes that are principally wanted. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—Good orders are being received. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Trade is on the quiet side. Discount, 10 to 12½ per cent.

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

CARRIAGE BOLTS—An increasing trade is reported in this line. Discount, 60 per cent.

RIVETS AND BURRS—The manufacturers have placed a half-pound carton box of copper rivets on the market to be sold at 1c. per lb. net extra. The demand for rivets and burrs continues good. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—Rope during the past week has been in better demand than for some time. We quote: Sisal, 7-16 in. and larger, $6\frac{1}{4}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., $6\frac{3}{4}$ c. Manilla, 7-16 in. and larger, $8\frac{1}{2}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., $8\frac{3}{4}$ c.; deep sea line, $13\frac{1}{2}$ c. for water laid, and $14\frac{1}{2}$ c. for machine-made; hemp, 7 to 9c.

BELTING—Trade has fallen off in both rubber and leather belting, and in the former particularly. We quote discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—A slight improvement is to be noted. Fall trade is beginning to open up, and as stocks are rather light throughout the country, fair business is anticipated. No great activity is expected.

SPORTING GOODS—The enquiry for catalogues and discount sheets is brisk, and orders covering full lines are coming in freely.

APPLE PARERS—The demand continues good. Ruling prices are from \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—Some houses appear to be better employed than others, and, generally speaking, trade is only moderate.

CHURNS—Quiet. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Quite an improvement is to be noted in this line. The ruling price is \$26.50.

TOOLS—There is nothing new to note in this line beyond that corn hooks and grain scoops are coming in for special demand.

AXES, ETC.—Orders are being booked for axes, axe handles and cross-cut saws.

BUILDING PAPER—A slight improvement is to be noted in the demand for building paper. Roofing felt is easier, now being quoted at \$1.45 to \$1.50 per 100 lbs. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

TINWARE, ETC.—The demand keeps good for granite ware, and although tinware is not as active as it was there are still fair quantities going out.

METALS.

The pig iron market continues dull and weak. In bar iron there is a little more business doing. A good trade is reported

THE

"Empire" Patent Shingles

Made of Tinned Steel, formed into shape **first** and galvanized **afterwards**, are **warranted rust-proof** and do not require painting. Once used, always used. The neatest, cheapest and most durable roofing in the market.

YOU should handle them.

Made only by . . .

Metallic Roofing Co.
LIMITED.

Cor. King and Dufferin Sts.

TORONTO



in hoop and band iron. In both sheet steel and black iron an improved trade is to be noted. Business is also better in ingot copper. Iron pipe is about 5 per cent. lower. Taking it all round, the metal market appears to be a little more active than it was a week ago.

PIG IRON—The outside markets are dull and weak. Locally, consumers are inclined to withhold their purchases for future supplies until the tariff is settled. Most of them are well supplied for immediate requirements. Hamilton iron is quoted at \$16 to \$16.50 Toronto for No. 1.

BAR IRON—A little improvement is to be noted. Orders, although small, are more numerous. Base price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—A nice business is being done at unchanged prices. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—The demand for the ordinary brands has been somewhat better than for the No. 1 "Dead Flat," although some large orders have been received from the Northwest for the latter kind. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, $3\frac{1}{4}$ to 4c. per lb.; do. 26 gauge, $4\frac{1}{4}$ c.

BLACK IRON—Shows an improvement, some good sales having been made during the week. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—While orders are numerous the volume of business does not amount to a great deal, quantities called for being small. We quote as follows: Up to 20 gauge, \$5.50 per 100 lbs.; 22

to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, $4\frac{3}{4}$ c.; extra large sizes, $6\frac{1}{2}$ to $7\frac{3}{4}$ c. per lb.

GALVANIZED IRON—The volume of business is not quite as large as it was. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, $4\frac{3}{4}$ c. per lb.; 18 to 20, $3\frac{3}{4}$ c.; 22 to 24, $3\frac{3}{4}$ c.; 26, $4\frac{1}{4}$ c.; 28, $4\frac{3}{4}$ c. Cheaper grades can be obtained $\frac{1}{4}$ c. per lb. less.

LEAD PIPE AND TRAPS—There is a steady trade doing in both lead pipe and traps. We quote: Lead pipe, 7c.; lead waste, $7\frac{1}{2}$ c., discount, 30 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—There is not much doing. Discount, 60 and 5 per cent.

PIG LEAD—A number of small orders have been received during the week at $3\frac{1}{4}$ to $3\frac{1}{2}$ c. These figures could be shaded for large quantities.

INGOT TIN—Trade has been moderate only. Prices are fairly steady in the outside markets. We quote 16 to $16\frac{1}{2}$ c. for small quantities.

INGOT COPPER—Business is a little better and prices are unchanged. The outside markets are a little easier. We quote small quantities at $12\frac{1}{2}$ to 13c.

SHEATHING COPPER—Trade is quiet. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—A decline of about 5 per cent. in prices is announced by the manufacturers. The prices quoted in the editorial notice should have read f.o.b. factory, but through an inadvertence we omitted doing so. Discounts on Canadian pipe from stock are as follows: $\frac{1}{4}$ -inch, 65 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ -inch, 67 $\frac{1}{2}$ per cent.; $\frac{3}{4}$ -inch, 70 and 5 per cent.; $1\frac{1}{4}$ to $1\frac{1}{2}$ -inch, 70 and 10 per cent.; 2-

inch, 70, 10 and 5 per cent. English we quote as follows: $\frac{1}{4}$, 60 and 10 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ inch, 67½ per cent.; $\frac{3}{4}$ to $1\frac{1}{4}$ inch, 70 per cent.; $1\frac{1}{4}$ to $1\frac{1}{2}$ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Business is much as before. We quote: $1\frac{1}{2}$ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Are moving out fairly well. Prices on the American-made article have been reduced 25 to 50c. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$5.50; 35 gal., \$6.50; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Orders from city customers are now being received freely, and from dealers in the country who did not place import orders. We quote: All dull, \$2.30; half-polished, \$2.25 to \$2.35; all bright, \$3.25.

TIN PLATES—The demand has been a little better, but business is not what it should be. We quote: Charcoal, M.L.S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

CHAIN, COIL, ETC.—Cow-tie trade is beginning to open up. In coil chain, trade is still dull. Ruling quotations on coil chain are: $\frac{1}{4}$ in., 4¾c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—A few small orders have been received during the week. We quote: I C, \$6.25; I X, \$7.50.

ZINC SPELTER—Quiet and unchanged at 4½ to 4¾c., according to quality.

SHEET ZINC—Is in better demand. We quote 5c. for cask lots and 5¼c. for small lots.

ANTIMONY—There is nothing doing. We quote: 8 to 9c. for Cookson's.

LAMP GOODS—The season is opening up. A good demand is being experienced, especially in banquet lamps. The demand, however, is nearly altogether from the country, city orders not amounting to much.

OLD MATERIAL.

Business is a little better than it was. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7½c. per lb. (bottoms), heavy scrap copper,

7½ to 8c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6 to 6½c. scrap lead, 2c.; zinc, 1½ to 1¾c.; scrap rubber, 3¼ to 3½c.; good country mixed rags, 50 to 60c.; clean dry bones, 35 to 40c. per 100 lbs.

GLASS.

Although there is still some difference in jobbers' quotations, the range is not as wide as it was a week ago, and the tone of the market is strong. It is explained that the appreciation in the Belgian market is largely due to the demand from Great Britain, the United States and China. The American furnaces, it is said, will not be blown in till towards the end of the year. The demand on the Toronto market, although a little better than it was, is still only fair. We quote window glass as follows: Fifty-foot boxes, first break, \$1.25 to \$1.30; ditto, second break, \$1.40; 100-foot boxes, first break, \$2.40 to \$2.60. A good many enquiries are still heard for plate glass, but there is not much business being done. There is the usual trade being done in fancy glass.

PAINTS AND OILS.

There has been a revival in trade during the past week. The demand for linseed oil has improved, a good deal now being sold. Shipments of linseed oil from England have been arriving during the past week, and dealers declare the quality to be superior to anything that has arrived on this market for some years. This applies more particularly to boiled oil. The demand for turpentine has also improved, and for this time of year a good business is being done. Castor oil for future delivery is weaker in Calcutta, and local jobbers are quoting lower prices even for prompt shipments. Liquid paints are in fair request. A scarcity of dry lead is reported, and in consequence grinders are not able to fill orders for the manufactured article promptly. Payments are just fair.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, \$4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Guelph: Raw, 1 to 4 barrels, 46c.; ditto, 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; ditto, 5 to 9 barrels, 48c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels,

47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c.

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7¼ to 7½c. per lb. and 8c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are dull, with cured quoted at 6¼ to 6¾c. Dealers pay 6c. for No. 1, 5c. for No. 2, and 4c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 40 to 45c. and pelts at 25c.

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.



Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

TALLOW—Unchanged at 3 to 3¼c. for rendered and 1¼c. for rough.

PETROLEUM.

Prices are a little firmer and business is improving. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES

Castor oil is cheaper.

Roofing felt is 10c. cheaper.

All the Toronto dealers are quoting higher prices on glass.

Copper rivets are being put upon the market in half-pound cartoon boxes.

In the editorial reference to the change in iron pipe the quotations given should have read f.o.b. factory.

H. S. Howland, Sons & Co. report a large trade in the Goodell apple parers which they are handling this season.

Mr. Harry Hergert, of M. & L. Samuel, Benjamin & Co., is again at his desk after a holiday vacation in western Ontario.

H. S. Howland, Sons & Co. are in receipt of a shipment of "Neverleak Tire Fluid," the new fluid which prevents bicycle tire punctures.

The Montreal Rolling Mills Co. have put on the market a stamped grade of horse-shoe iron. It is double refined and made altogether from new iron.

The Consolidated Plate Glass Co. of Canada, are busy putting in the plate glass in the new and extensive addition to the T. Eaton Co.'s departmental store, Toronto.

The Metallic Roofing Co. of Canada, Ltd., cannot complain of dull times. In order to keep up with the orders the factory is running nights. There was no rest on civic holiday, and the employes have been unable to take a Saturday afternoon off for a long time. The manager requests HARDWARE AND METAL to announce that he will

be glad to see the firm's customers during the Exhibition, and show them through the new factory and give them an idea how embossed steel ceiling, etc., is made by electricity. The factory is at King and Dufferin streets, and consequently not far from the Exhibition grounds.

During the past two weeks business in British Columbia has been exceptionally bright with the McClary Manufacturing Co., London. They have shipped in that time over 100 tons of stoves, tinware and enamelled wares to that part of the country, and from present prospects are likely to keep the same gait for some time to come.

H. S. Howland, Sons & Co., Canadian agents for "Dead Shot" and Schultze smokeless powders, are in receipt of another carload of "Dead Shot." It is charged that imitations of this powder are being placed upon the market, and the Messrs. Howland claim that it would be well for the trade to secure its supply direct from them.

UNITED STATES MARKETS.

NEW YORK, Aug. 28, 1896.

PIG TIN—Buyers are quite as conservative in their operations as heretofore. Neither consumers nor out-of-town dealers anticipate future wants extensively, and purchase in a moderate way only for prompt delivery. Comparatively little tin is being taken here on speculative account, and the trading in contracts is not only spasmodic but moderate all told. The movement of prices is narrow in the absence of any radical change in the London market. The basis of 13.30 to 13.35c. f. o. b. may fairly be quoted. There were arrivals here of 125 tons, making a total at Atlantic ports of about 900 tons since the beginning of the month. Some authorities estimate that stocks here have been reduced 500 tons or more during that period.

COPPER—Home consumers are buying little or no ingot, and exporters' operations are still on a very moderate scale. This

and rather weak London advices keeps the market in uncertain form, but sellers still quote at 11¾c. for Lake Superior, 10¾c. for electrolytic and 10¼ to 10½c. for casting.

PIG LEAD—There was some increase in sales of lots of about 50 tons, but the entire movement reached only a fair total, and there was no sign of improvement in the tone of the market. The transactions were mostly at 2.65c., and single carloads could have been secured at 2.67½c. at the close. London cable was £10 17s. 6d. for soft Spanish.

SPELTER—Business continues light, and the market is weak, with 3.65 to 3.75c. about the best prices for carload or larger lots. London cable was £17 3s. 9d. for good merchant brands.

ANTIMONY—Business is light and prices remain steady. Regulus quoted at 7¾c. for Cookson's, 6¾c. for Hallett's and 6½c. for Japanese, from store.

TIN PLATE—There is no improvement in business in this quarter or in the demand, but prices are quite well maintained in the absence of freer offering.

IRON AND STEEL—All branches of the market remain quiet, and there is no really new feature, prices ruling about as they have for some time past.

THE KOOTENAY COUNTRY.

MR. T. C. IRVING, superintendent of the Toronto branch of the Bradstreet Co., returned to the "Queen City" on Saturday last from a trip through the Kootenay country. Mr. Irving is always a healthy, vigorous man, but he looks so more than ever before.

"Few people in the east," he said "are at all familiar with the mining camp of the west. In the first place, speaking in general terms, a mining camp is mainly a consumer. The miner raises nothing that he eats and he manufactures nothing that he wears. For these he is dependent wholly and entirely upon the eastern prairies, eastern merchants and eastern manufacturers. A few figures upon the different lines of business carried on in the British Columbia mining camps may surprise eastern Canadians at the enormous consumption which goes on in the mining camps

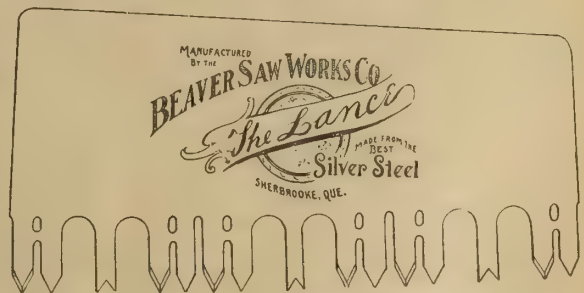
THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality, workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

where the population, comparatively speaking, is small. Another factor entering into these calculations is that the miner and prospector must have and will only accept the best that can be obtained. He will not eat indifferent butter, nor indifferent groceries; he will not use inferior candles, inferior powder, nor inferior steel. He must have the best and the most expensive that the market affords. He is a good wage-earner; he never gets less than \$3 per day, and in the silver camps of British Columbia he gets \$3.50 per day. He invariably is paid every month and is always 'flush.'

"Rossland, which was two years ago this month a camp of 30 or 40 people with but one house in it, is now a place of at least 6,000 people, with a fine, wide avenue, built up as no American mining town of its size or age is built up."

"And how about the Rossland market?" he was asked.

"A conservative estimate," he replied, "as to the amount of dry goods, groceries and hardware which will be consumed in the Rossland camp during 1896, is about 300 carloads of fifteen tons each. Trail will receive at least 150 carloads, or 2,250 tons of light merchandise; Nelson, 200 carloads, or 3,000 tons; Kaslo, 200 carloads, or 3,000 tons; Sandon, 200 carloads, or 3,000 tons; New Denver and Three Forks, 200 carloads, or 3,000 tons; Pilot Bay, 75 carloads, or 1,125 tons; Ainsworth, 25 carloads, or 375 tons; Waneta, 10 carloads, or 200 tons, making in all about 1,360 carloads, or 20,400 tons. These figures only apply to the lower half of West Kootenay."

"How much of these goods of all descriptions and kinds have been raised or manufactured in our own country."

"A recent and, I believe, careful estimate made by a lawyer in New Denver, in presenting the case for the appointment of a County Court judge, estimated that West Kootenay paid into the Dominion Treasury for customs and excise one-sixteenth of the whole revenue of Canada. This revenue is imposed upon goods and has been paid into the Customs houses in Rossland, Trail, Waneta, Nelson and Kaslo. When it is considered that possibly one of the most populous wards in the city of Toronto will equal the population of the whole of South Kootenay some idea may be gathered of what this market is worth to eastern Canada. At least one-third of the products of all kinds consumed in Southern Kootenay are purchased and brought in from the United States."

"Another fact worthy of consideration," he continued, "is that a goodly portion of the goods sold by eastern Canada have been brought in over American railways instead of the Canadian Pacific Railway, especially during the winter months, because of defective transportation. The greatest portion of the vegetables and hay, and nearly all the sheep and hogs are brought in from the states of Washington and Oregon. One of the great longings of Canadian farmers, especially in Manitoba and the Northwest, is for a market for their products and for their beef, sheep and hogs. What they need, and what the mining camps of British Columbia need, is a quick and cheap transportation of all that the Manitoba and Northwest farmer has to sell, and all that the British Columbia miner desires to con-

sume. The present arrangements do not supply the needs of either the people of Manitoba and the Northwest or those in British Columbia. A line of railway through the Crow's Nest Pass, connecting with the inland waterways of British Columbia (Lake Kootenay and the Columbia River) through by way of Nelson, Rossland and the Okanagan district would, when the district is fully developed, find such a traffic, both passenger and freight, that not only would it pay all fixed charges for its construction and rolling stock, but also operating expenses, and, no doubt, reasonable dividends upon the stock."

"Within the past two years," continued Mr. Irving, "three smelters have been established in South Kootenay, the first at Pilot Bay, the next at Nelson and the third at Trail. These smelters were erected under disadvantageous circumstances. They cannot get a supply of coke except at very high prices. If southern British Columbia had cheap coke we would in truth see the tall chimneys from Fort Steele to Hope. In order that this may be accomplished it is absolutely necessary and essential to the well-being of the mining industry of British Columbia, and also for the eastern merchant and manufacturer and the Manitoba and Northwest farmer, that the Crow's Nest railway should be built without delay to give this cheap and direct communication."

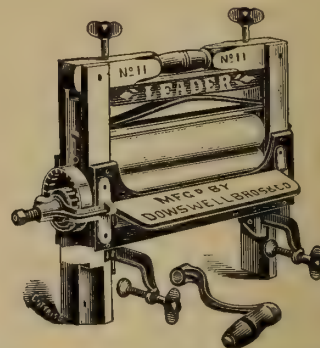
"Perhaps a word may now be profitably said as to what is the output which the mining industry of British Columbia expects to put forth. American smelters have had their representatives through southern British Columbia during the past year, making various estimates of the expected output from the mines. The most recent was made by one of the largest smelting companies in the United States, whose engineer has reported that the Rossland camp alone, without any additional mines being opened up, will produce after the first day of October, 1896, a thousand tons of ore per day, or not less than 365,000 tons a year, the gross product of which will amount in the neighborhood of \$7,000,000 to \$8,000,000, one-half of which is profit, while the remaining half goes into wages and purchase of machinery. With the new mines which are coming producers this tonnage must be largely augmented. The Slocan and Ainsworth districts this year ought to ship at least 50,000 tons of ore, making a net profit of nearly \$5,000,000. If the Boundary Creek district had cheap railway transportation, its production, after being opened up for two years, ought to reach \$5,000,000 a year, so that it may be reasonably estimated that with the construction of the Crow's Nest Pass railway the mining industry of southern British Columbia alone would amount to \$30,000,000 or \$40,000,000 a year for five years, a greater output, it is declared, than any state in the American Union. In the meantime, there is abundant evidence, through the building and projected building of railways, etc., by the Americans, that they are fully aware of the importance of securing this market."

"One thing the people of Canada should remember," concluded Mr. Irving, "and that is this: the people settling in Kootenay country are a distinct adjunct to the population of the Dominion."

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

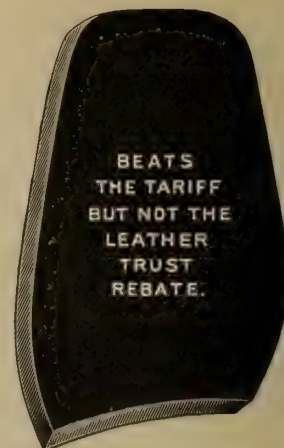
Hardware and Metal, Toronto



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

Galvanized Cloth

FOR Evaporators
Apple Drying, Etc.

Perforated Sheet Zinc

and Hardware Grade Cloth

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

FOR FANNING MILL REPAIRS

Write for Catalogue.

IRON ORE IN GERMANY.

IN looking into the reasons for the rapid advance of Germany in all branches of the iron industry, the United States Consul at Annaberg considers that, apart from the improved methods of manufacture, the development of her mineral resources and the subsequently ready supply of iron ore for the blast furnaces is of great importance. Unlike England, with an annually increasing import of ore from foreign countries, and unlike the United States, where the ore makes a long journey from the mine to the works, Germany is favored with an abundance of excellent ore, which will last for generations to come, and with excellent means of transportation and cheap freight rates. The total output of iron ore in the German Customs union in 1894 amounted to 12,392,065 tons, of which 8,433,784 tons were produced in Germany and 3,958,281 tons in Luxemburg. As the quantities of import and export are about alike (2,000,000 tons per year), the above represents the quantity consumed by the smelting works. The imported ores came

from Spain, chiefly Bilbao (694,326 tons); Grangesburg and Gellivara, in Sweden (572,289 tons); Algeria, Elba and Greece—all by the way of the Dutch ports. Besides the foregoing, 127,000 tons of swamp ore were imported from Belgium and Holland. The largest production of iron ore is obtained from the beds in Lorraine and Luxemburg, which supply now two-thirds of the quantity produced in the whole district of the Customs union. The production of Luxemburg, which in 1870 amounted to 911,695 tons, rose to 3,958,281 tons in 1894. The advance in mining has been relatively more rapid in Lorraine. In 1872 it supplied only 677,659 tons; in 1880 995,944 tons, and in 1894 its output reached 3,922,052 tons. Thus, within the space of 14 years, it has been almost quadrupled. Luxemburg works 1,300,000 tons, and exports the balance, 2,500,000 tons. According to this rate of consumption, the supply of ore will suffice for 135 years for the blast furnaces of the country, and 56 years for export. The Lorraine district is eight times as large as that

of Luxemburg, and recent estimates show that about 3,200,000,000 tons of ore are bedded there, which will last, at the present rate of output, for about 800 years. (Freights)—In the question of the ore supply for the blast furnaces of Germany, the freight rates form an important part. Though sufficient competition exists between water and rail to make them extremely low, considerable dissatisfaction is shown by the smelters, especially in the Rhenish-Westphalian district, since it has been discovered that Belgium and France are carrying off (the latter 1,200,000 tons yearly) the Lorraine ore at rates cheaper than the German rates. Thus, the French Eastern Railway conveys minette from Nancy to the Department of Nord, a distance of about 300 kilometers, at the rate of 1.5 centimes, or 1.2 pfennigs, per ton and kilometer, while the rate in Germany is 1.96 pfennigs. "German ore for German blast furnaces!" and "Tariff reductions on native ore!" have been made the battle cries, and, like the agrarians, the smelters demand, in unmis- takable terms, protection of their interests.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

The words of the German Emperor—"The future of Germany depends on the completion of her waterways"—are claimed to apply first and foremost to the German iron industry. Only when suitable and cheap means of transportation are created for the German ores, it is claimed, will the iron smelters be relieved from the difficulties which, they say, now surround them.

SPIRITUAL TAR.

Editor HARDWARE,—I noticed in your issue of Aug. 15th an enquiry for "communion oil." While chatting with a customer one day last week in Cumberland, Ont., a man came to the counter and asked: "Got any tar?" "Yes." "Any spiritual tar?" "Yes." "Give me some." The merchant, equal to the occasion, handed him a tin of pine tar, for which he paid, and went on his way rejoicing. Yours, etc.,

WANDERER.

THE GOLD CLAUSE.

An official of the registrar's office, speaking of the use of the gold clause in real estate mortgages since the agitation of the silver question, said yesterday that at least seven-tenths of the mortgages passing through that office had the usual phrase "lawful money" erased and the words "gold coin" substituted. This revision of the wording of the mortgages has occurred only in the last two months. Before that period the proportion of cases where gold was specified was small.—Wall street News.

EUROPE'S BIGGEST PORT.

From figures recently given in The Liverpool Post it would appear that the first port in Europe is Hamburg. The tonnage for two years is as follows:

	1895. Tons.	1896. Tons.
Liverpool.....	4,278,881	5,965,959
Hamburg.....	3,704,312	6,256,000
Antwerp.....	3,422,172	5,340,247
Rotterdam.....	2,120,347	4,038,017
Bremen.....	1,289,399	2,184,274

Mr. Holland attributes the advance of the continental ports chiefly to the high dock charges and local dues at Liverpool.

The St. Thomas Board of Trade held an excursion to Niagara Falls on the 13th inst. The train consisted of five vestibuled coaches, one a smoker upholstered in green plush, and a baggage. All the coaches were new and two just out of the shops. Two hours and fourteen minutes after leaving the city the excursionists were viewing the wonderful cataract. The train left promptly at 8.30 a.m., and arrived at the Falls in two hours and fourteen minutes, making the run of 114 miles in 124 minutes, deducting 10 minutes laying over at Hagersville to meet No. 31. There were 200 passengers on board.

WALTER GROSE



MONTREAL

Representing Manufacturers of

Brass and Brass Goods

Tubular Lanterns, Lamps and Lamp Goods

Locks, Knobs and Builders' Hardware

Files and Rasps. Lamp Wick (All Kinds)

Rope, Web and Leather Halters

Sleigh Bells and Gongs (Great Variety)

Marlin Repeater Take-Down

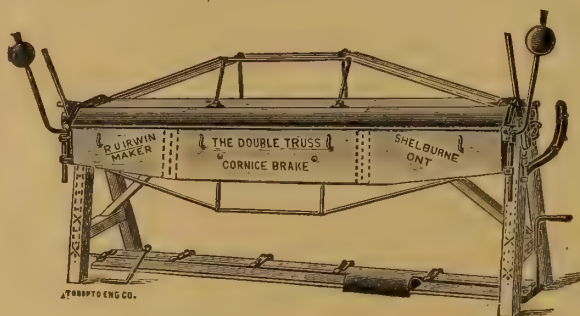


Can be furnished with any length of barrel up to 32 inches. Round,



octagon or half octagon, full or half magazine, straight or pistol grip, plain or selected wood. The barrel is screwed into the receiver by several complete turns, as in our regular rifle. There can be no looseness from wear. No danger, for the rifle is as solid as our regular rifle, even before cam is applied. Write for catalogues to

THE MARLIN FIRE ARMS CO. - - NEW HAVEN, CONN., U.S.A.

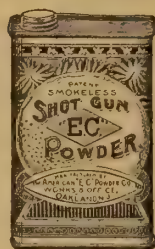


Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO

Shelburne, Ont.



E. C. Smokeless Powder . .

Adopted by nearly all Canadian and American Gun Clubs.

Very Low Prices

In stock—One Pound Tins. Ten Pound Drums.
Fifty Pound Kegs.

HOBBS HARDWARE CO.

Agents . . .

LONDON

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

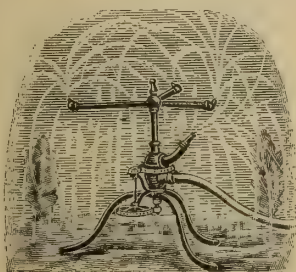
And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated

Authorized Capital, - \$5,000,000
Subscribed Capital, - - 1,500,000
Accumulated Capital - 136,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address

The Peoples Building and Loan Association

Molson Bank Buildings, LONDON, ONT.

THE CUTLERY GUARANTEE.

THE manager of the cutlery department in a large western wholesale house has been annoyed almost to the limit of endurance by the demands made to replace goods which are claimed to have been of inferior quality. We are in receipt of the following letter from him, which he hopes will draw out a discussion of this question that may lead to some practicable suggestions for remedying what he believes to be a crying evil:

Probably there is nothing in the jobbing hardware business that is so grossly abused as the warranty on cutlery. It is sometimes a question whether to replace knives and razors sent in by a customer or absolutely refuse to do so. We doubt if there are 10 per cent. of the goods on which claims are made that are defective. Very often a knife is returned that has a small piece broken out of the centre of the edge, while on both sides of the fracture the edge is turned over. Now what can be claimed in the matter if the party says it is too soft, why is there a broken place, or vice versa? The same is the case with razors. A razor is not necessarily poor because it will not shave one person; it is like a shoe, what will fit one will not do for another. In selling a razor we advise our customers to sell the same with the understanding that if it does not do good work to bring it back and try another, bearing in mind that the razor must be carefully wiped and not honed. Give this returned razor to someone else to try, and nine times out of ten the next man will be just suited. A rusty or broken razor should not be taken back under any circumstances. Whoever heard of a beard so hard that the blade was broken while shaving? Highly ground razors are so thin that they are easily broken if not properly used. Should the jobbers be obliged to replace a broken blade? We think it is an injustice for anyone to expect such a thing, still we have all had experiences in such claims. If the guarantee were withdrawn entirely on cutlery the consumer would be able to get better goods and at a lower price.

It is not safe to put as high a temper in the blades of pocket knives as there should be. Supposing that the best foreign makers should agree to replace all broken blades, what would be the effect? Would it not be safe to say that within 12 months those firms would want to let the dealers in this country alone, for the reason that their knives are so highly tempered that they will not stand abuse.

If traveling salesmen would explain to their customers how far a guarantee should extend, a great deal of good work could be accomplished. How can this be done? We would like to hear from some of the other jobbers of cutlery on this subject. — Iron Age.

H. BOKER & CO'S.



Razors, Pocket Cutlery, Scissors, Etc.,

are best for value, quality and finish.

BOWMAN, KENNEDY & CO.
LONDON.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B.B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE trade will regret to learn that Mr. John Ritchie, the father of the Toronto plumbing trade, is still confined to his bed, and that his condition at the time of writing is causing serious alarm to his relatives and friends.

The Master Plumbers' Association of Toronto held a meeting on Monday night last, President Burroughes in the chair. The attendance was not large, as may be expected during this time of the year. The manufacturers and the plumbers will have another conference this week, and that was one of the matters under discussion. Three new members were received, and the plumbers of St. Catharines and Guelph sent in application for affiliation with the association.

Purdy, Mansell & Mashinter, of Toronto, were on Wednesday awarded the contract for supplying the heating and plumbing for a new Public School being erected at Orillia. This firm also secured the heating and plumbing contract for the Guelph General Hospital.

The work of erecting the nine fountains at Centre Park, Toronto Island, is being done by W. J. Burroughes & Co.

The contract for heating the new conservatory at St. James' cemetery, Toronto, and the caretaker's residence at the same place has been awarded to the John Ritchie Plumbing and Heating Co.

In spite of an active demand, the competition in range boilers is so keen that prices have been reduced 25 to 50c.

The Keith & Fitzsimons Plumbing and Heating Co. will supply the plumbing and heating for the new hotel being erected at Queen and Strachan streets, Toronto. They are also putting in the plumbing and heating for the new C.P.R. station at the Don; the plumbing, heating and gas fixtures for the Osgoode Hall; combination lighting fixtures for the Central Methodist Church, London; and re-modelling the plumbing work in the row of stores at the northwest corner of King and Jarvis streets.

FURNACES.

We are indebted for the idea of warm air heating to the Moors. History tells us that while our Anglo-Saxon ancestors were shivering comfortless around the yule logs of medieval times the Moorish knights of Toledo or Grenada were toasting their toes

over warm-air registers. Of late years changes in furnace construction have been very marked. A soft-coal furnace was considered an impossibility until recently. Now the introduction of the hot-blast idea has resulted in a great increase in furnace sales in bituminous coal regions. The present day furnace is vastly more economical than its predecessor. Furnace makers don't let any more heat escape chimneyward than they can help, as they built their fire pots and radiators with the idea in view of extracting the maximum heat from the fuel. The grate of to-day is a big improvement over its predecessor. The general adoption by furnace manufacturers of regulator devices whereby trips to cellar at all hours of day and night to change the draft are obviated is another improvement that has tended to make furnaces popular.

The furnace of to-day is much more attractive in appearance than its predecessors. While furnace ornamentation is not carried to anything like the lengths of stove ornamentation, owing, of course, to the difference in location of the two, yet due care has been taken to give the modern furnace an attractive outside as well as a scientifically constructed interior.

One reason why the furnace of to-day is so much more satisfactory in its operation than the old-time furnaces lies in the fact that it is not so generally stinted in its air supply. People used to have a hazy notion that all you had to do was to erect a furnace in a cellar and a good current of fresh air would kindly supply itself. Nowadays an air duct is recognized as one of the essentials of furnace construction.

Now that furnace heating has been made a science, furnaces have a good deal better show than formerly. Many a good furnace has been condemned as worthless, when the fault lay in pipes run without the slightest regard to the caprices of hot-air currents, which have decided preferences of their own. The idea is exploded too that because a Smith & Jones No. 99 furnace will heat a 10-roomed house in the middle of a block to perfection, that the same furnace should do equally good work in an isolated house on a hill-top. People recognize that it is the business of the furnace to make, not conserve, heat. If the walls of a building are loosely constructed or there are numerous windows a great volume of heat is lost and the furnace has a harder job than in a house with stronger walls.

GAS IN STEAM RADIATORS.

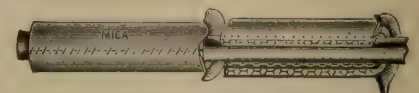
The escape of gas from the air valves of steam radiators has been frequently noted

by steam-heating engineers, and every little while it is made the subject of newspaper comment, writes "G.H.D." in Metal Worker. We do not know that an analysis of the gas has been made, but there is evidence that it is not always of the same chemical composition. Sometimes it can be fired as it issues from the air valves; at other times it will blow out a light. The inference from this phenomenon is that gases that are constituents of water and air may be combined mechanically with the gases of decomposition of vegetable matter that are held in solution in the feed water of steam boilers.

It has long been known that gases are generated in steam boilers, and boiler explosions have been attributed to the generation of explosive gases, but this has been finally set aside in favor of over-pressure from other causes. The heat of water under pressure, as in boilers, disintegrates vegetable matter held in solution in the feed water, and is assumed to produce carbon monoxide, a gas that will burn when issuing from an orifice, or carbonic acid gas, a non-combustible gas, or nitrogen, one of the constituents of air set free by the conversion of the oxygen in the air mechanically held in the feed water. The accumulation of air in radiators is well known and the practice of blowing it out at the air valves is a scarcely noticeable operation, but if persons will put their noses near an air valve when blowing out air they will always encounter an offensive odor, which indicates that there is something "in it" that is not pure air.

A mixture of carbon monoxide and air is probable, with possibly a small percentage of hydrogen, produced by the decomposition of vegetable matter in contact with water at high heat, in which condition the carbon of the vegetable matter and the oxygen of the water unite as a monoxide, setting free a portion of hydrogen. Another interchange of elements is also possible to a limited degree in the rusting of the internal surface of radiators and pipes when steam is turned off for a time by the presence of air and moisture, which is well known to induce rust, by which the oxygen of both air and water unites with the iron, setting free nitrogen and hydrogen, in possible burning proportions when issuing from an orifice.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds, Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

PLUMBING IN LONDON, ONT.

The following letter, from the pen of Mr. W. H. Heard, a member of the Sanitary Committee of the Dominion Master Plumbers' Association, appeared in a recent issue of The London (Ont.) Free Press :

Dear Sir,—Now that the question of a bylaw to regulate the construction of plumbing, and to register or license the plumbers doing business in the city, is being agitated, I think, in justice to the plumbers, that their past efforts to accomplish this object should not be forgotten. For years past many of the plumbers of this city have made representations to the Board of Health, with a view of getting such regulations enacted that would effectually prevent the faulty plumbing that is, and has been, done here. In your issue of January 22nd, 1894, you comment editorially upon the report of the Medical Health Officer, which called from myself a letter which appeared in your issue of January 31st, 1894, wherein I stated the case from a standpoint of the plumbers, and endeavored to show that the system under which the plumbing work is done was to blame, and not the plumbers. What I advocated then is just what the Provincial Board of Health are now asking—a uniform specification or regulation under which all plumbing work shall be done.

Under the existing conditions, the best class of men are being driven out of the plumbing trade, for the question is not "How good," or of getting the value of the money expended, but rests almost solely on "How cheap," and there is little or no latitude for the plumber to recommend what he thinks is good, but he is compelled to do the work according to the plans and specifications, whether they are right or wrong. The public do not question the plan or specification, or the maker of them, but the whole blame is put on the executor of the work (the poor, unsophisticated plumber), who does the work oftentimes against his judgment.

We should get together and have a good bylaw enacted, no matter should the question of sewerage pass or not, for the longer this question is allowed to remain unsettled, the greater will the loss be to the citizens, who must stand the cost whenever it is done, and in the meantime run all the risk attendant thereon, and rising from the unsanitary construction of plumbing apparatus and appliances.

Very few of the best sanitary fixtures are used in London, and when they are used are very often connected to pipes that would not stand any kind of satisfactory test or proof of soundness, and without regard to proper construction.

I think I am safe in saying that little of what the public consider sanitary work is such, and you can judge what will be the result if this continues. It appears to me like a very short-sighted policy.

The medical health officers and myself (representing the master plumbers) went carefully into the proposed by-law and licensing system during 1893, but it was thrown out from a false idea of economy on the part of the Board of Health for that year. All boards of health (who take the trouble to look into the merits of the question) realize the vital importance, but few possess the

courage or ability to take it up and present it properly before the electors in the way to bring conviction.

It is to be hoped that our present Board will do so, and from present indications, they have made a good commencement.

I do not believe that the proposed bylaw will tend to close up any honestly conducted plumbing establishment in this city; if it did I would question its righteousness, but dishonest plumbers would have to go, and the sooner the better, as present arrangements have a tendency to build up the scamp.

I would gladly hear from you, and hope the best information obtainable will be given through the columns of your journal. You will find the plumbers ready to do all they can to advance the public health of this city and endeavor to wipe out what is one of the very few objections that can be raised by prospective residents here.

PLUMBING NOTES.

The stock of Edward Morgan, plumber, Ottawa, has been sold at 30c. on the dollar.

The assets of S. C. Crevier, plumber, Montreal, are advertised for sale.

OFFICE RULES.

Smoke a short clay pipe at the door. It will attract custom.

Spit on the floor. A clean floor gets wearisome.

Talk and laugh loudly in the presence of customers. They like it.

Stand at the back of the store. Customers enter by the lane.

Whistle popular songs. You can be sure people never heard them before.

The bookkeeper has nothing to do. Go and have a chat with him. He likes company during office hours.

Use lots of technical language to your customers. The less they understand the more they buy.

Never forget for a moment that you are an ornament to the store and to the business.

NEW STOVE CATALOGUE.

A new supplementary catalogue of stoves has been circulated among the customers of the McClary Manufacturing Co. showing a great many new lines and new prices on the older lines, all of which are altered in favor of the dealers. Among the new lines shown are "Kootenay," a small steel plate range for British Columbia trade principally; the "Famous Model" wood cook, which has a splendid appearance and embodies many new features which should be beneficial to its working. The "Cariboo" is a small wood cook stove for British Columbia trade, made in two sizes, Nos. 7 and 8. A sheet iron air-tight heater is also shown, made in three sizes and substantially built.

A MEAN THING TO DO.

I have met with many mean things in the way of business, writes "Vulcan" in Ironmonger, but the incident I am about to relate surpasses all that has come within my knowledge. A trader lost his father, and according to custom had some funeral cards printed in orthodox fashion. He supplied himself with more cards than he could send out, and in order to utilise them, and to take advantage of the reforms placed at his disposal by the postal authorities, he thought it a good thing to use the surplus as postcards. He drew his pen through the printed announcements, the text of Scripture, and the usual verse of poetry, wrote the address on one side, and his business communications on the other side. A friend a day or two ago showed me one he had received, on which, strangely enough, was an order which any man with a due regard to the amenities of commerce would have sent under seal. In my mild manner I have described the action as mean, but my friend said it was positively indecent, and sure enough he was right.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL



BOECKH'S STANDARD

BRUSHES

The leading brushes
and handled by the
leading trade of the
Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN W. RUTHERFORD, tinware, etc., Embro, is offering to compromise at 30c. on the dollar.

Geo. Winterbolt, coal, Preston, has assigned.

The stock of G. N. Langlois, hardware, Quebec, has been seized.

Amable Lussier, general merchant, Sorel, has assigned to Kent & Turcotte.

H. Gagnon, general merchant, St. Felicité, Que., has obtained an extension.

McEwan & Co., furniture, Brockville, have assigned, and a meeting of creditors will be held on the 4th prox.

The creditors of George Oliver, pump maker, St. Thomas, have accepted an offer of 25 cents on the dollar. The liabilities amount to \$900.

PARTNERSHIPS FORMED AND DISSOLVED.

P. W. F. Brewster, carriage builder, Alberta, N.B., has admitted W. M. Calhoun as partner.

Jones, Waller & Co., general merchants, Wellington, B.C., have dissolved, Mr. Jones retiring.

The St. Lawrence Machinery Supply Co., of Montreal, has dissolved. George Hunt continues; style unchanged.

O. Parent and Joseph Parent have registered a partnership in Quebec, to carry on business as carriage manufacturers under the style of O. & J. Parent.

A. H. Woodworth and Geo. Menut have registered a partnership in Danville, Que., to carry on business as painters under the style of Woodworth & Menut.

John B. Scott and John Black have registered a partnership to carry on business in Scotstown, Que., as general merchants, under the style of Scott & Black.

Cowan, Edwards & Conn, lumber, hardware, etc., Indian Head, Man., have dissolved. James Conn continues in hardware and lumber, and S. R. Edwards in implements.

CHANGES.

A. J. Laudrian has started a general store at L'Orignal, Ont.

The Rat Portage Mining Co. is applying for a charter of incorporation.

G. Verville has started a blacksmith shop at St. Philippe D'Argenteuil, Que.

Ferguson & Orr Co., general merchants, Trail, B.C., have been incorporated.

McClatchie & Quinn, general merchants, Hilton, have left there and gone to the United States.

D. Lalonde, general merchant and blacksmith, St. Philippe D'Argenteuil, Que., has sold out blacksmithing business.

Louisa R. Baker and Eliza J. Gemmell, wife of C. J. Draper, have been registered proprietresses of the general business of C. J. Draper, Coaticooke, Que.

SALES MADE AND PENDING.

The general stock of H. S. Green, South Bolton, Que., has been sold.

The assets of E. Dubord, general merchant, Champlain, are to be sold by auction to-day.

The stock of Mrs. T. Leblanc, general merchant, Napierville, Ont., has been sold at 62c. on the dollar.

The stock of the estate of Mrs. W. B. Huestis, general merchant, Amherst, N.S., is advertised for sale.

The assets of Therien & Frere, general merchants, St. Remi, Que., are to be sold by auction on the 28th inst.

FIRES.

J. E. Epworth, saw mill, Hepworth, has been burned out.

Heber Sinnott, general merchant, Sussex, N.B., has been burned out.

John Abrams, machinist, Apohaqui, N. B., has been burned out; insurance, \$2,500.

R. Dun & Son, saw mills and manufacturers of pumps, Arkona, have been burned out.

A. B. Wetmore & Co. agricultural implements, Sussex, N.B., have been burned out.

The store of D. D. McPhee & Co., general store and saw mill, Alexandria, Ont., has been burned.

A fire occurred in the third storey of the Steel Clad Bath Co.'s premises at 123 Queen street east, Toronto, shortly before 1 o'clock Wednesday morning. The damage will be a few hundred dollars.

DEATHS.

W. C. Schluter, general merchant, Preston, is dead.

A BIG HARDWARE STORE.

The Stacey Hardware & Mfg. Co.'s new premises will have a frontage of forty-four feet by eighty-six feet on Talbot-street, with warehouses extending in the rear to Curtis street, 175 feet deep. Every department of their immense store will be separate, such as stoves, house-furnishings, sporting goods, etc. The firm propose to go extensively into house-furnishings, and will also make a special effort to secure a large farming trade, a large stock being kept for this class of trade. A saleslady will be employed.—Journal, St. Thomas.

THE COMING BOOM.

The cycle "boom," so far as the Stock Exchanges are concerned, seems to be subsiding, but there is no falling off in the demand for cycles, most of the makers in the

Black Country having orders on their books which will occupy them far on into next year. There are very confident predictions in quarters usually well informed, that marvelous as the cycle "boom" has been, and is, it will be altogether eclipsed by the coming "boom" in autocars. These bid fair to revolutionise locomotion and to stand out both socially and industrially as one of the most prominent features of the close of the century.—Hardwareman.

Blaiklock Brothers

Customs Brokers,
Forwarders, Warehousemen.

Correspondence
Solicited

41 COMMON ST.
... MONTREAL

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

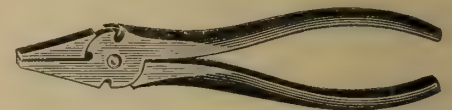
Patents Trade Marks
Etc. MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

THEILE & QUACK'S**WIRE FENCING PLIERS**

ARE THE BEST

**LAMPLOUGH & McNAUGHTON**

MONTREAL.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

WILLIAM HILL

327 St. James Street, MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of Brandram Bros. & Co.'s

Genuine B.B. White Lead

IN ALL SIZE PACKAGES.

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported. Orders respectfully solicited.

Address—Owen Sound Portland Cement Co.

Or—Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

DR. LEAVITT'S

New Champion Dehorning Clippers



There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee, 577 Craig Street, Montreal.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

.. ISLAND CITY ..

Paint and Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO. 188 and 190 McGill St., MONTREAL.

WORKS: 274 St Patrick St., MONTREAL.



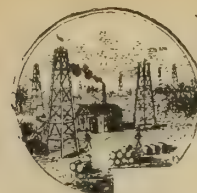
SILVER MINES AT PORT ARTHUR.

It is also but little known to American people that previous to 1888, when these silver mines were all closed down because of the raid upon silver by the gold monomaniacs, who had accomplished its demonitization in the United States and other countries controlled by the Jew syndicate, they were regularly mined and produced millions of dollars worth of silver. Since then these rich silver properties have been worse than worthless, and the owners who at one time considered their properties worth thousands, if not millions, of dollars, suddenly found themselves beggared, by having property on their hands that was worthless and the product a byword and reproach by all who could be coaxed or forced to decry it.

Then was the time when the silver lion was sick indeed, and every jackass, big and little, was bravely kicking his kick! But, lo and behold! a silver sentiment starts up in the United States this year! It grows, and thrives and assumes alarming proportions in spite of all opposition. The silver lion is himself again! The gold bug jackass, once so brave, begins to bray lustily for help, but there is no help. The silver sentiment is gathering in volume every day. It will invade the gold countries well fortified against its encroachment, and will force silver back into the place in monetary affairs of the United States that it always held prior to 1873, and will compel Europe also to remonetize silver. Its recent rise in price, and orders from Europe, substantiate this claim. All evidence points to the fact that the gold bugs see their terrible hold upon the people at an end, not only in this country, but in Europe as well; and France, ever the friend of silver, will stand by the friends of silver in the United States. Mark the sequel as to the position of France on silver!

It is a fact that about the only silver mines within the confines of the British Empire that have produced silver in any quantity are those located near Port Arthur. In spite of this fact the British authorities repudiated silver, and Canada, while having no coin other than that of silver, yet owing to the fact that she is not a nation but only an English dependency, she must quietly sit still and see a promising industry squelched and her own monetary affairs dictated by men across the ocean in the interest of gold.

It may result, however, that the Port Arthur silver mines will yet play an important role in the monetary affairs of the world. These mines have been bottled up, it is true, but indications point strongly to an ultimate reopening of the mines, and in lieu of direct information, impossible to obtain, it is fair to assume that renewed interest in silver is the result of recent investigation of the Port Arthur silver mines.—Rainy Lake (Minn.) Journal.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ..

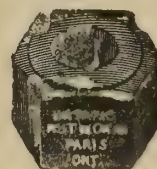
Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements Lime, Fire Brick and Clay Plaster Paris, Drain Pipes, Agricultural Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

Horseshoe Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. Jardine & Co.,

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Aug. 28, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.			
M.L.S., equal to Bradley.	Per box.		
I.C., usual sizes	\$5 00		
I.X., "	6 25		
I.X.X., "	7 50		
J. R. & Co.—			
I.C.	5 00		
I.X.	6 25		
I.X.X.	7 50		
Hayes & P. D. Grades—			
I.C., usual sizes	3 75	4 00	
I.X., "	4 75	5 00	
I.X.X., "	5 75	6 00	
I.X.X.X., "	6 75	7 00	
D.C., 12½x17	3 50	3 75	
D.X., "	4 50	4 75	
D.X.X., "	5 75	6 00	

NOTE—Other brands might be shaded by 5c per box.

Coke Plates—Bright.			
Bessemer Steel—			
I.C., usual sizes	2 90	3	
I.C., special sizes	3 15	3	

Charcoal Plates—Terne.			
Dean or J. G. Grade—			
I.C., 20x28, 112 sheets	6 25		
I.X., Terne Tin	7 50		
I.X., Orion	7 50		

Charcoal Tin Boiler Plates.			
Cookley Grade—			
X.X., 14x56, 50 sheet bxs	0 06	0 06¾	
" 14x60, "			
" 14x65, "			

Tinned Sheets.			
72x30 up to 24 gauge	0 06	0 06	
" 26	0 06½		
" 28	0 07½	0 07½	
Allendale, I.C.	2 90	3 00	
I.X.	3 65	3 75	

Iron and Steel.

Common Bar, per 100 lbs	Base Price,		
Refined	1 70		
Horse Shoe	2 35	2 65	
Band	2 60	2 75	
Hoop	2 30	2 30	
Swedish	4 00	4 25	
Sleigh Shoe Steel	2 50		
Tire Steel	3 25	3 00	
Machinery	0 10	0 14	
Cast Steel, per lb.	0 10½	0 11	
Russian Sheet, per lb.	2 25	2 25	
Tank Plates, 1½ and thicker.	2 90		
Boiler Rivets	4 50	5 00	

Boiler Tubes.

1½-inch	0 06½		
2 "	0 07½		
2½ "	0 09½		
3 "	0 11		

Steel Boiler Plate.

1½ inch	2 45		
1½ "	2 35		

¾ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier.....	2 50	2 70
18 to 20 gauge.....	2 25	2 50
22 to 24 ".....	2 30	2 50
26 ".....	2 40	2 60
28 ".....	2 50	2 60

Canada Plates.

All dull, 52 sheets.....	2 30	
Half polished.....	2 25	
All bright.....	3 00	

Iron Pipe.

Wrought, 1 in., 60 and 2½ p.c.: ¾ to ½, 37½ and 2½ p.c.: ¾, 70 and 7½ p.c.: 1, 70 and 19 p.c.: 1½ to 1½, 70, 10 and 5 p.c., 2 in., 70, 10 and 10 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades, in case lots:		
Per 100 lbs.		
16 gauge.....	4 ¾	
18 to 20 gauge.....	3 ¾	
22 to 24 ".....	3 ¾	
26 ".....	4 ¾	
28 ".....	4 ¾	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" 1½ " " "	4 75	
" 5-16 " " "	4 00	
" ¾ " " "	3 75	
" 7-16 " " "	3 35	
" ½ " " "	3 25	
" 9-16 " " "	2 95	
" ¾ " " "	2 85	
" 1 " " "	2 75	
Trace, per doz. pairs.....	3 60	
Gorman coil, per 100 ft.....	1 65	2 70

Jack chain, iron, single, per doz. yards.....	0 13	0 50
Jack chain, double, per doz. yards.....	0 15	
Jack chain, brass, single, per doz. yards.....	0 20	10

Copper.

English B. S., ton lots.....	0 13	
Lake Superior.....	0 11¾	0 12

Bolt or Bar.		
Cut lengths, round, ½ to ¾ in. round and square	0 20	0 22
1 to 2 inches.....	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60.....	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes.....	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60.....	0 26	0 27
Braziers. (In sheets.)		
4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " " "	0 15	0 15½
" 50 lb. and above, " " "	0 14½	0 15

Boiler and T. K. Pitts.		
Plain Tinned, per lb.....	0 21	
Spun, per lb.....	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge.....	0 23	0 26
From 20 gauge up.....	0 25	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.....	0 20	0 22
" 27 to 30 " " "	0 21	0 23
" 30 and up.....	0 23	0 26
Sheets, hard-rolled, 2x4 ft.....	0 21	0 23

Zinc Spelter.

Foreign, per lb.....	0 04½	0 04¾
Domestic ".....	0 03¾	0 04

Zinc Sheet.

5 cwt. casks.....	0 04¾	
Part casks.....	0 05	

Lead.

Imported Pig, per lb.....	0 03½	0 03½
Domestic, per lb.....	0 03	
Bar, 1 lb.....	0 04½	0 04½
Sheets, 2½ lbs. sq. ft., by roll.....	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll.....	0 04	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half.....	Per lb.	Pe
Standard.....	0 12½	0 13
Wire.....	0 11½	0 12
".....	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	0 09	
Other makes, per lb.....	0 08	

Anti-Friction Metal.

"Beaver" brand.....	Per lb.	\$9 20
---------------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. tins, Standard Quality.....	\$4 75	5 00
No. 1 do.....	4 50	
No. 2 do.....	4 25	
No. 3 do.....	4 00	

Brandram Bros' Genuine.....	6 00	
" Decorative.....	5 75	
" No. 1.....	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James' genuine.....	5 75	
No.....	5 25	

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.....	1 00	1 25
Second qualities, per gallon.....	0 90	
Barn (in bbls.).....	0 70	0 90
Sherwin-Williams.....	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb.....	0 07	
Chrome Yellow.....	0 11	
Golden Ochre.....	0 06	
French.....	0 05	
Marine Black.....	0 09	
" Green.....	0 09	
Chrome.....	0 08	
French Imperial Green.....	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.....	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls. per cwt.....	2 75	
Yellow Ochre (Royal), per cwt.....	1 10	1 15
Venetian Red (hest), per cwt.....	1 80	1 90
English Oxides, per cwt.....	3 00	3 25
American Oxides, per cwt.....	1 75	1 90
Canadian Oxides, per cwt.....	1 75	1 90
Paris Green, per lb.....		
100 lb. drums.....	0 10	
Burnt Sienna, pure, per lb.....	0 10	
Umber, ".....	0 09	
do. aw.....	0 09	
Drop Black, pure.....	0 09	
Chrome Yellows, pure.....	0 18	
Chrome Greens, pure, per lb.....	0 12	
Golden Ochre.....	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal.....	0	
Extra ".....	0 90	
Brown Japan ".....	0 65	
Brown Japan, Turpentine, p.g.....	0 85	
No. 1 Carriage, per gal.....	1 30	
Gold Size Japan.....	1 00	1 20
Pure Orange Shellac.....	1 95	2 00
Hard Oil Finish.....	1 30	
Oil Shellac.....	1 40	
White Shellac.....	2 25	

Linseed Oil.

Raw, per gal.....	0 49	0 0
Boiled, per gal.....	0 52	0 3
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels.....	0 39	
1 to 4 ".....	0 40	
Freight allowed. Price 2c. less Toronto		

Castor Oil.

In cases, per lb.....	0	½
Small lots.....	0 08	0 8½

Cod Oil

Cod Oil, per gal.....	0 50	0 1
-----------------------	------	-----

Glue.

(In bbls.)

Common.....	0 07¾	0 08
French Medal.....	0 10	0 10½
Cabinet, sheet.....	0 11	0 12
White, extra.....	0 16	0 18
Gelatin.....	0 20	0 30
Strip.....	0 16	0 18
Coopers.....	0 19	0 20
AI clear.....	0 09	
Liquid Glue—F. LePage's, discount 20 to 25 per cent. off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dia. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Spotting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.		

Shot.

Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

per lb		
Best thick white felt wadding, in ½ lb bags.....	1 00	
Best thick brown or grey felt wads, in ½ lb. bags.....	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.....	0 99	
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge.....	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.....	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25	
Thin card wads, in boxes of 1,000 each 8 gauge.....		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adinstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings, discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 30	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	-0 40
------------------	------	-------

Bellows.

Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis., 60 p.c. off new list.		
Tire, dis., 60 per cent.		

Stove, dis., 60 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each.	5 00	7 50
-----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. .65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.		
--	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per gross	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
standard, dis. 47½ to 50 per cent.		

ELBOWS.

Stovepipe.

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star's	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis, per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

GLASS.				
Size Inches.	Window. Box Price*			
	Star. Per 50 ft.	Per 100 ft.	Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 20 to 1 30	2 30 to 2 50	.....	.....
26 to 40	1 40 to 1 45	2 60 to 2 70	2 10	.....
41 to 50	2 90 to 3 10	.....	4 35 to 4 45
51 to 60	3 20 to 3 40	.....	4 70 to 4 95
61 to 70	3 50 to 3 80	.....	5 30 to 5 50
71 to 80	3 80 to 4 05	.....	6 00 to 6 15
81 to 85	4 65	.....	6 95 to 7 00
86 to 90	5 45	.....	6 95 to 7 00
91 to 100	6 95 to 7 00
106 to 109	10 75 to 11 00
101 to 105	12 65 to 13 00
106 to 110	14 95 to 15 00
111 to 115	17 00 to 17 70

KNIVES.			PLANE IRONS.			SCRAPERS.			SWEDES, upholsterers', American (1 to 60 z).		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.	2 00	5	Box, per doz.	2 10	4 50	Swedes, upholsterers', American (8 to 24 oz.)	66 3/4	60
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.			PLIERS AND NIPPERS.			Foot, "	0 40	3 50	Swedes, carpet, gimp, lace brush, blue and tinned.	40	35
Lightning, per doz.	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			SCREENS.			Zinc tacks,	35	30
Heath's, 52 1/2 p.c.			Button's Imitation, per doz.	5 00	9 00	Window, patent, per doz.	3 50	4 50	Copper tacks and nails	60	60
LADLES.			German, per doz.	0 60	2 60	Door, per doz.	8 75	9 00	Leather carpet tacks	30	30
Melting, per doz.	1 70	4 50	PLUMBS AND LEVELS.			SCREW DRIVERS.			Trunk nails, black and tinned	65	65
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			Sargent's, per doz.	0 65	4 00	Clout nails	66 3/4	66 3/4
Porcelain lined, per doz.	2 20	5 60	POPPERS.			SCREWS.			Cigar box nails	45	45
Galvanized, "	1 87	3 85	Corn, square, per doz.	1 35	2 00	Wood, F. H., iron, and steel, dis. 80 & 10 p.c.			Lining nails in papers	10	10
King, wood, "	2 75	2 90	PRUNING SHEARS.			" R. H., dis. 75 and 10 p.c.			" " solid heads, in bulk	42 1/2	42 1/2
" glass, "	4 00	4 50	Per doz.	4 00	5 50	" F. H., brass, dis. 77 1/2 and 10 p.c.			Saddle nails in papers	10	10
All glass, "	1 20	1 30	PULLEYS.			" R. H., dis. 72 1/2 and 10 p.c.			Tinned capped trunk nails	15	15
LINES.			Hothouse, per doz.	0 55	1 00	Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.		
Fish, per gross	1 05	2 50	Axle	0 22	0 33	Bench, wood, per doz.	3 25	4 00	TAPE LINES.		
Chalk, "	1 90	7 40	Screw	0 27	1 00	" iron, "	4 25	5 75	English, ass skin, per doz.	2 75	5 00
LOCKS.			Awning	0 35	2 50	SCYTHES.			English, Patent Leather	5 50	9 75
Canadian, dis. 50 p.c.			PUMPS.			Discount, 60 p.c. revised list.			Chesterman's, each	0 90	2 85
Russell & Erwin, per doz.	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			Canadian, dis. 40 to 45 p.c.			" steel, each	0 80	8 00
Cabinet, "			Pitcher spout, 70 to 70 and 5 p.c.			SHEARS			THERMOMETERS.		
Eagle, dis. 40 to 42 1/2 p.c.			Canadian cistern, 60 to 62 1/2 p.c. from factory.			B. & W., japanned, dis. 75 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.		
Padlock, "			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			THIMBLES.		
English and Am., per doz.	0 50	6 50	PUNCHES.			Seymour's, dis. 60 p.c.			Asbestos, filled, per doz., 35 to 40 p.c.		
Scandinavian, "	1 00	2 40	Saddlers', per doz.	1 00	1 85	Enna, dis. 75 to 75 and 10 p.c.			TIES.		
Eagle, dis. 15 to 17 1/2 p.c.			Conductors', "	9 00	15 00	Heinisch, dis. 60 p.c.			Cow, per doz.	1 25	2 5
MALLETS.			Tinners' solid, per set.	0 00	0 72	Bristol, japanned, 80 p.c.			TINNERS' TOOLS.		
Tinsmiths', per doz.	1 25	1 50	" hollow, per inch.	0 00	1 00	" N.P., dis. 70 p.c.			P. S. & W., net list.		
Carpenters', hickory, per doz.	1 25	3 75	PUTTY.			Clauss, full nickel, 60 p.c.			Canadian, 35 to 37 1/2 per cent.		
Lignum Vitae, per doz.	3 85	5 00	Bladder, per lb	0 17	1/8	" japanned handles, 67 1/2 p.c. off.			TINWARE.		
Caulking, each	1 60	2 00	Tins, lbs.	2 50	2 75	Seymour or Heinisch tailor shears, 15 p.c.			Stamped, dis. Assn. list, 80 per cent		
MATTOCKS.			RAIL.			SHOVELS AND SPADES.			Japanned, prices on application.		
Canadiap, per doz.	8 50	10 00	Barn door, per foot.	0 03	0 03 1/2	Canadian, dis. 42 1/2 p.c. special brands net price.			Pieced, prices on application.		
MEAT CUTTERS.			Sliding door, "	0 03 1/4	0 03 1/2	SIEVES.			TRANSOM LIFTERS.		
Enterprise, American, dis. 25 p.c.			Lanes, "	0 03 1/2	0 03 1/2	Wood rim, black, per doz.	1 05	1 10	Payson's, per doz.	2 60	
MINING KNIVES.			RAKES.			" tinned, "	1 25	1 35	TRAPS. (Steel.)		
American, per doz.	0 42	2 35	Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.			Tin rim, per doz.	2 30	2 45	Game, Newhouse, dis. 33 1/2 to 35 p.c.		
MOLASSES GATES.			Wood, 25 per cent.			" black, "	1 80	2 25	Game, H. & N., P. S. & W., 62 to 60.10.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			RAZORS.			SNAPS.			Game, steel, 70 to 70 and 5 p.c.		
NAILS.			Geo. Butler & Co.'s, per doz.	8 00	18 00	Harness, German, dis. 35 to 37 1/2 p.c.			Mouse, per doz.	0 35	1 50
Cut Nails (Iron)—			Bokers', "	7 50	11 00	Acme	3 00	5 00	Rat, per doz.	1 40	6 00
1. Either Canada or American pattern—			Wade & Butcher's, "	3 60	10 00	Lock, Andrews	4 50	11 50	TROWELS.		
Basin—50 to 60 dy.	2 75		Arbenz's, "	9 00	18 00	SOLDERING IRONS.			Disston's, discount 10 per cent.		
40 dy.	2 80		Theile & Quack's "	7 00	12 00	Per lb	0 00	0 24	German, per doz.	4 75	9 00
30 dy.	2 85		RAZOR STROPS.			WROUGHT SPIKES.			Brade's "	5 00	10 50
20, 16, and 12 dy.	2 90		Currier's, per doz.	1 25	3 60	Discount, 20 per cent.			D. & S., discount 35 per cent.		
10 dy.	2 95		RIVETS AND BURRS.			SPOKE SHAVES.			TRIERS.		
8 and 9 dy.	3 00		4 mos. or 3 per cent. cash 30 days			Wood, English	1 8	5 00	Butter, per doz.	6 25	9 00
6 and 7 dy.	3 15		Iron " dis. 60 and 5 per cent.			Iron, American	1 35	2 35	TWINES.		
2. American pattern only—			Tinned and black rivets, 60 and 5 per cent.			SPOONS AND FORKS.			Bag, Russian, per lb.	0 21	
From 4 to 5 dy.	3 35		Burrs, iron or steel, 50 and 5 per cent.			Tea spoons, per gross	7 50	12 00	Wrapping, mottled, per pack.	0 50	0 60
3 dy (lath)	3 75		Terms, 4 mos. or 3 per cent. cash 30 days.			Dessert, "	21 00	00 00	Wrapping, cotton, per lb.	0 17	0 18
3. Canada pattern only—			RIVET SETS.			Table, "	30 00	30 00	Mattress, per lb.	0 33	0 45
From 4 to 5 dy.	3 25		Canadian, dis. 30, 35 per cent.			Dessert Forks, "	24 00	00 00	Staging, "	0 27	0 35
3 dy (lath)	3 65		ROPE.			Medium "	27 00	00 00	Broom, "	0 30	0 55
Car lots, A.P. fine.	4 35		Sisal.			Table "	35 00	00 00	VICES.		
Car lots 10c. less.			7-16 in. and larger, per lb.	6 1/2	9	SQUARES.			Hand, per doz.	4 00	6 00
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			1/4, 5-16 3/4 in.	7 1/2	9 1/2	Iron, per doz.	1 65	2 90	Bench, parallel, each	2 00	4 50
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more			Cotton	15	17	Steel, dis. 65 to 65 and 10.			Coach, each	6 00	7 00
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			Russia Deep Sea	00	13	Try and bevel, dis. 50 to 52 1/2 p.c.			Peter Wright's, per b.	0 12	0 13
NAIL PULLERS.			Jute	6 3/4	7 1/2	STAPLES.			Pipe, ca-h	5 50	9 00
German and American	1 85	3 50	RULES.			Fence, galvanized	0 03 1/2		Saw, per doz	6 50	13
NAIL SETS.			Boxwood, dis. 80 and 5 to 10 p.c.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			WASHER CUTTERS.		
Square, round, and octagon, per gross	3 38	4 00	Ivory, dis. 37 1/2 to 40 p.c.			STOCKS AND DIES.			Per doz	4 00	
Diamond	12 00	15 00	SAD IRONS.			American, dis. 25 p.c.			Washers " Iron, 40 per cent., 4 month per cent.		
NETTING.			Mrs. Potts, per set.	0 65	1 00	STOVE POLISH			WELL WHEELS.		
Poultry, 65 and 10 to 70 per cent.			" N.P., per set.	0 00	1 90	gross. 1/4 gross. doz.			Amer., per doz., 8, 10 and 12 inch.	3 38	
OIL.			SAD HEATERS.			WIRE.			BRASS WIRE.		
Canada refined oil (Toronto).	0 16	0 16 1/2	Dome, Shepard's, per doz.	4 75	5 00	Scientific Stove Pipe			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Carbon safety "	0 18	0 00	SAND AND EMERY PAPER.			Varnish	9 00	2 50	Copper Wire, 10 per cent. rev. list discount.		
Canada w. w. "	0 18	0 00	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Stove Paste (5 lb pails) 60c. each.			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
American w. w. "	0 00	0 21	Emery, per quire.	0 55	0 90	Scientific Furniture			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
Pratt's Astrial.	0 00	0 22	SASH CORD.			Polish	12 00	1 25	Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.		
OILERS.			Per lb.	0 22	0 50	Scientific Carriage Top			Broom Wire, per lb	0 05 3/4	0 06
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50	SASH LOCKS.			Dressing, 1/2 pints.			Clothes Line Wire, 19 gauge, per doz. coils	3 95	
Zinc and tin, dis. 50, 50 and 10.			Triumph and Morris, dis. 37 1/2, 40 per cent.			Scientific Carriage Top			WIRE FENCING.		
Copper, per doz.	1 25	3 50	Kempshell's, dis. 40, 62 1/2 per cent.			Dressing, pints	3 50		Galvanized, 2 barb, 2 1/2 and 5 inches apart	3 00	
Brass, "	1 50	3 50	Canadian, dis. 45, 50 per cent.			Scientific Enamel Paints	1 50		Galvanized, 4 barb, 2 and 6 inches apart	3 00	
Malleable, dis. 25 per cent.			SASH WEIGHTS.			Scientific Stove Enamel 7 50 2 00 75			Galvanized, plain twist, all delv'd	3 00	
PAIIS.			Sectional, per 100 lbs.	1 40	1 50	STONE.			Plain twist	3 00	
Galvanized, per doz.	2 25	3 30	SAWS.			Washita, per lb.	0 28	0 50	Steel Staples	0 90	3 00
PENCILS.			Crosscut, McMillan & Haynes, per dozen	0 40	0 70	Hindostan, "	0 06	0 07	Terms, 60 days, or 2 per cent. in 30 days		
Dixon's, per gross	1 00	4 25	" Empire, McMillan & Haynes, per ft.	0 00	0 70	" slips, per lb.	0 09	0 09	Freight prepaid of 1,000 lbs. or over.		
" Carpenter	2 25	3 60	Hand, Disston's, dis. 12 1/2 to 15 p.c.			" Axe, "	0 00	0 15	WIRE CLOTH.		
PICKS.			S. & D., 40 to 40 and 10 per cent.			Turkey "	0 00	0 50	Ordinary, discount 25 per cent.		
Per doz	6 00	9 00	Crosscut, Disston's, per ft.	0 35	0 55	Arkansas "	0 00	1 50	Painted Screen, per 100 sq. ft.	1 50	
PICTURE NAILS.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			Water-of-Ayr "	0 00	0 10	WRENCHES.		
Porcelain head, per gross	1 65	3 00	Hack, complete, each	0 75	2 75	Scyth, per gross	3 50	5 00	Acme, 35 to 37 1/2 per cent.		
Brass head, "	0 40	1 00	frame only	0 00	0 75	Grind, per ton	15 00	18 00	Agricultural, 70 and 10 to 75 per cent.		
PLANES.			SAW SETS.			TACKS, BRADS, ETC.			Standard, dis. 60, 60 and 10 per cent.		
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			" Lincoln, McMillan & Haynes, per doz.	0 00	7 50	Cheese-box tacks, blue	66 3/4		Coe's Genuine, dis. 32 1/2 to 35 per cent.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			Whiting	6 87	7 00	Trunk tacks, black	60		Diamond, dis. 33 1/2 to 35 per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.			SCALES.			" tinned	60		Towers' Engineer, each	2 00	3
Miscellaneous, dis. 25 per cent.			Gurney Scales, 50 p.c.			B.B.B. iron carpet, bright or blued (in kegs)	30		" S., per doz	5 80	7 00
Bailey's Victor, 25 per cent.			R. S. & M. Scales, 50 p.c.			B.B.B. cut tacks (in kegs)	50		G. & K.'s Pipe, per doz.		6 00
			Champion, 60 per cent.			" (in dozens, 1 to 6 oz.)	45		Burrell's Pipe, each		3 40
						" " 1/4 weights	40		Pocket, per doz	1 25	
						" " tinned	45				
						Swedes, cut tacks, genuine, blued and tinned	52 1/2				
						Swedes, upholsterers' genuine	50				

WHEN YOU WANT

Bar Iron

TRY GUELPH

You will get—

Rounds that are round
Squares that are square
Flats evenly rolled

Bands tough, with clean, smooth edges

♦♦♦

**The Guelph Norway Iron
and Steel Co., LTD.**

Rolling Mills, GUELPH

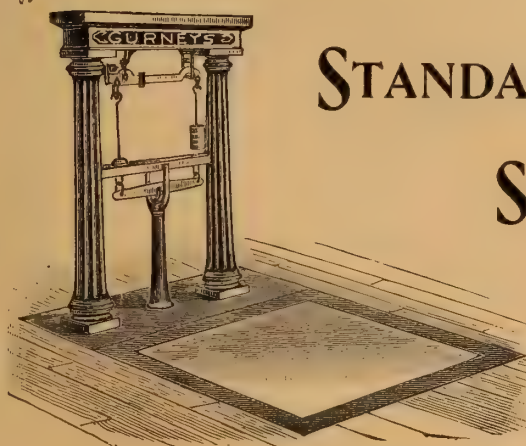
ESTABLISHED 1856

REORGANIZED 1887

The—

Gurney Scale Co.

MANUFACTURERS OF



STANDARD SCALES

Hamilton, Ontario.

Promissory Paper

Fulfilling its promises (for wrapping purposes).

MADE WITH CARE,
MADE TO WEAR,
HARD TO TEAR.

Long and strong-fibred Wrapping
Paper, printed and plain.

STOREKEEPERS . . .
COMMUNICATE WITH US

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg;
James Mitchell, Victoria and Vancouver; John Cowan,
St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.,

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

"Things that are equal to the same thing are equal to one another."

THE BEST PAINT - THE BEST VARNISH

When we say that our varnishes are manufactured with the same care from pure materials as our acknowledged peerless paints, the trade will at once understand they are the best on the market.

Owing to the largely increased demand for our **Celebrated Monarch Varnishes**, we found it absolutely necessary to enlarge our manufacturing facilities, and for this reason have recently purchased the varnish works of D. A. McKenzie & Co., retaining the services of Mr. McKenzie, who has a life-long experience as a varnish maker. We are in a position to make prompt shipments, and can assure the trade that the standard of excellence heretofore established will be maintained, and we will continue to devote all our energies to hold first place in the paint and varnish line.

ROBERTSON'S SUPERIOR

The Neatest Shelf Package

MONARCH



. The Best Goods.

VARNISH

THE JAMES ROBERTSON CO., LTD.

STANDS HEAD AND SHOULDERS
OVER THEM ALL

Manufacturers Paints,
Oils and Varnishes

TORONTO

N. B.—All our friends while visiting the Exhibition are cordially invited to call upon
us, when we will be pleased to show them through our factory and warerooms.

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, SEPTEMBER 5, 1896

No. 36



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

WIRE of all Qualities, Sizes and Shapes

imported to best advantage.

A special lot of
Best Coppered
Steel Spring
Wire of the
famous



brand, to be
cleared out of
stock at low prices—Nos. 8, 10,
11, 12 and 16.

A. C. LESLIE & CO., Montreal

Canada's Largest Radiator Manufacturers.

Cold Facts Choke Their Oratory—

Competitors who resort to misrepresentation when telling you about the "Safford" are often caught at it. Why, it would make a horse laugh to hear some yarns repeated. The "Safford" needs no defenders. They are absolutely perfect in construction and low in price.

"Safford" ARE THE ONLY PERFECT Radiators

They are more expensive to make.

They are, however, well made,
and fully guaranteed—without a fault.

TRY THEM

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.



New Canada Life, Montreal.
Heated with "Safford" Radiators.

RICE LEWIS & SON

(LIMITED)

ARTHUR B. LEE, President.

A. BURDETT LEE, Vice-President.

Importers of

Bar Iron, Steel
Boiler Plate

SHELF AND HEAVY

HARDWARE



Mantels

Grates

.. Tiles

CUTLERY

BICYCLE DEALERS' SUPPLIES

Cor. King and Victoria Streets

TORONTO

Resisto



Patented.

Copper
Range
Boilers

If you wish to keep
pace with the age,
use Copper Boilers.

The Booth Copper Co., Ltd.

TORONTO

FALL GOODS



Galvanized
and
Japanned

Coal
Hods

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, SEPTEMBER 5, 1896

No. 36

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Major A. G. Campbell,
General Subscription Agent.

WHERE ABERDEEN WAS RIGHT AND WHERE WRONG.

LENGTHY if not always interesting promises to be the discussion in the House and country regarding the action of Lord Aberdeen towards his late advisers. Unfortunately, judging from the first mutterings of the discussion, it is too probable that the participants therein will view the question in the light of their various political beliefs.

Viewed from a business man's standpoint it must be conceded that the Governor-General, as far as he went in refusing to approve of the wholesale appointments to office by a moribund Government, was judicious and wise.

When the manager of a bank or any other business concern receives his dismissal it would be looked upon as the height of impudence for him to essay to make appointments to the staff on the eve of his quitting his position, particularly if the appointees were the avowed opponents of the incoming management.

The Government of the Dominion of Canada is in reality the manager of the business affairs of the country. It is appointed by the shareholders (the people) for that especial work. The Tupper Adminis-

tration was on June 23 given notice by its employers to quit and the Laurier Administration was appointed in its stead. Is it not, therefore, taking the business-like view of it, the common sense view of it, to declare that the retiring manager should only make such appointments as were necessary to keep the business interests of the country from clogging?

Precedent says that the retiring Government had the right to appoint everything from a letter carrier to a senator or judge. But business principles are not always built upon precedent. The business man who lived and moved by precedent would soon find himself down among the dead men financially.

Nine-tenths of those who are such sticklers for precedent in the matter that is now attracting so much attention are ready to acknowledge that in principle it is a bad one.

Then if it is a bad one, why follow it? "To the victors belong the spoils," was for scores of years the precedent of each new Administration in the United States. But to-day you cannot get a respectable journal or politician to advocate any such precedent.

The principle of outgoing Administrations bestowing offices and honors with the liberality characteristic of the Tupper Government is contrary to sound business principles and is wrong morally. It is well that Lord Aberdeen has ignored a precedent that gave it respectability.

Where Lord Aberdeen made the mistake was in giving the reason for taking the line of action that he did. When he advanced the argument that the representatives of the respective parties in the Senate were disproportionate, and declared in regard to the judges "that, bearing in mind the ordinary length of their tenure of office, and also the long predominance of one political party in the Dominion Parliament, the current deduction as to the complexion of the

political opinions represented upon the bench, whether baseless or well-founded, is not unnatural," he stepped down from the throne of the Queen's vice regent to the platform of the partisan. This he had no right to do. This is not what he is paid \$50,000 a year for.

Had he stood on the broad business-like principle that the practice of the out-going Administration making wholesale appointments to office was wrong, both on business and moral grounds, he would have been looked upon by the great mass of the people as the champion of right instead of, as he will be in the eyes of a good many, the champion of the interests of a certain political party.

TURPENTINE FIRING UP.

Advices this week quoted turpentine fractionally higher in the south. This is not at all surprising considering the low price at which it has been selling lately. In fact it would be no surprise at all if it advanced a cent or two.

It is stated on good authority that present prices do not cover producer's cost. If this is correct, it is quite reasonable if the latter should take advantage of any improvement in the market to realize a little more money out of their products. At this writing spot values are unchanged.

DECREASED GLASS OUTPUT.

A letter received this week from Belgium, by a Montreal house, states that there is every prospect of a radical advance in the glass market there. Prices had already risen the equivalent of 5 to 10c., and it would not surprise anyone if they went higher, in view of the largely decreased output.

In March last the Belgian output was 26,000,000 feet. During the month of July it was only 21,000,000 feet, or a decrease of 5,000,000 feet.

SLAUGHTERING THE CANADIAN MARKET.

IT is a rare thing that a business man calls his travelers together and instructs them to sell as few goods as possible.

The rare thing, however, happened in New York the other day. And this was the effect of which the unsatisfactory trade conditions in the United States were the cause.

The trade conditions must be bad, indeed, when a firm, seeing the increased failures that may possibly arise through the loss of confidence, is not prepared to take the usual risks entailed in doing business in the regular way.

"Whatsoever a man soweth that shall he also reap," says the Good Book. And the axiom applies to nations as well as to individuals.

For a long time demagogues across the border have been sowing the seeds of false business doctrines and fallacious economical dogma. During the last couple of years the germs from these seeds have developed so rapidly that they now threaten to choke and cripple the commercial interests of the country. Confidence to-day is wanting, factories are being closed down, wages are being reduced, and failures are multiplying.

It was silver that was the chief factor that brought about the demoralization of trade in 1893 and it is silver that is again spreading financial ruin.

Canadian manufacturers and merchants do not need to read a line of what is being published regarding the matter in order to learn of the demoralization of trade in the United States. Several times during the past few months they have been compelled to reduce their prices in order to meet the slaughter quotations from the other side of the line. And the conditions in this respect are getting worse rather than better.

There are no currency evils troubling Canada. The manufacturers over there realize this. Consequently they are desirous of disposing of their surplus stocks (and goodness knows these surplus stocks are pretty large) in the Canadian market.

The prices in many instances are purely slaughter prices. Only a week or so ago a Toronto wholesale house had occasion to import from the United States a line of hardware, for which it paid at the rate of seventeen cents. This week, however, it received a quotation from a Boston house offering to furnish the identical article at seven cents, a difference of nearly 59 per cent.

We know what was done three years ago, and it looks as though we are going to have a repetition of it in 1896 and 1897.

There is a clause in the Canadian Customs

Act which stipulates that an article entered for import shall be valued at the price obtaining in the country of production. The duty of our Customs appraisers is therefore obvious.

At the same time, however, we want none of the iniquitous rulings which were so common one and two years ago. We want no such arbitrary fixing of prices as was the case in drain pipe, scythes, iron pipe and a number of other articles.

See that the price is the fair market price in the country of production, nothing more, nothing less. If the duty is not high enough, make it high enough. But let us have no more juggling.

THE PRICE OF CUT NAILS.

A press despatch in a Toronto morning paper the early part of the week stated that a reduction of five cents per keg in the price of cut nails had been ordered by the association, giving the price at \$2.70 per keg. This was erroneous.

The association met in Montreal on Saturday last, primarily to consider the threatened secession of two of its members, which, we understand, was amicably settled.

As far as the base price is concerned it was decided to allow it to remain as it was as fixed in May last, namely \$2.75 per keg, with terms and discounts as before.

The newspaper paragraph in question may have arisen from the fact that a little difficulty between the manufacturers and jobbers, caused by an oversight when the prices were last being rearranged, was settled to the satisfaction of the latter.

LINSEED FIRMER ABROAD.

Advices from Great Britain state that the English linseed oil market is showing a distinctly firmer tone. This is due to the advance in the seed at Calcutta. Last week the quotation jumped up 3s., and this week cables to a well-known Montreal manufacturer stated that there had been another advance in the price of the seed of 3s. This makes 6s. inside of a fortnight, which is bound to have some influence on the English market.

Whether the Canadian market will be affected or not is doubtful. At present, stocks all over are large and enquiry limited. In the absence of demand any change in an upward direction is hardly likely.

SELFISH MEN NOT SUCCESSFUL.

Success in life depends a great deal on the manner of a man's contact with his fellows. Consequently the closer he wraps himself up in his own selfishness the less likelihood is there of his obtaining success.

CANADA'S CHIEF NEED.

THE great need of the Kootenay country to-day is railway facilities. There is no doubt about that. In fact, we may say that it is the great need of the Dominion to-day. And the business interests of the country demand that this need should be supplied.

For the next few years, at any rate, it is in the Kootenay country that we shall witness the greatest increase in our population. The greater part of the people settling in that part of the Dominion are from other countries. Consequently the increase of population there is a distinctive gain to the population of Canada, and therefore is a distinctive augmentation of the consuming capabilities of the country.

But, so far, for all the benefits Canadian merchants and manufacturers have reaped, the increase of population might as well have been in Canaan.

Partly owing, as we stated last week, to the want of enterprise of Canadian business men, but chiefly owing to the want of proper railway facilities, the requirements of the largely increased population of the Kootenay country are nearly altogether supplied by the merchants of the United States. And they have been reaping the benefit because both the railway and the business men of that country have exhibited more push and enterprise than have the railway men and business men of this country. It is unpleasant to be compelled to acknowledge this; but the fact that they have the trade and we the humiliation proves this contention.

What the people of the Kootenay country want and what the people of the Dominion want is the construction of a railway line through the Crow's Nest Pass, connecting with through lines from eastern Canada.

The people of the Kootenay country want a railway through that pass primarily because it would traverse coal fields of unlimited supply: coal fields of anthracite and coal fields of bituminous. The nature of the Kootenay ore is such that it can only be treated by smelting. Until within the past year all the smelting has been done in the United States, the ore having been shipped there for that purpose. Now, however, the country has three or four smelters of its own; but the great drawback is coal, the price which has to be paid for this essential increasing the cost of smelting enormously. With a railway through Crow's Nest Pass, it has been declared by Dominion Government officials, coal could be laid down at the smelters at \$6 per ton, or nearly 60 per cent. cheaper than can the United States coal now being used.

The people of Kootenay may not be very

much concerned from whence they get the food they eat, the clothes they wear or the tools they use. They would probably just as soon get their requirements from the United States as from Canada as long as they could be got as cheaply, seeing that nine-tenths of them are from that country.

But the business men of Canada are concerned. The trade of the Kootenay country is theirs by right. And the reason that they are now only getting the crumbs of it and aliens the good thick slices thereof is that the people of this country have not been sufficiently alive to their own interests. They have not had the same business foresight as their cousins across the border.

Long before the Kootenay country was known to be rich in gold, or that in the Crow's Nest Pass abounded rich coal fields, an extension of the C.P.R. through that pass was contemplated. Why up to the present it has not been done or active steps taken to do it is an open question. Some charge that the C.P.R. is merely courting a big bonus to undertake the work.

But whatever may be the reason, the road is not being built. And as long as these conditions obtain both the mercantile interests of Canada and the mining interests of the Kootenay country must necessarily suffer.

Something should be done, and that without unnecessary delay, to relieve these anomalous conditions. Some people have urged that the construction of the line should be undertaken as a Government work. This is a proposition which should not be acted upon without serious consideration.

Economically-minded persons have for years considered that for some time to come the Government should not undertake any other public works than those which were absolutely necessary.

But this line, on the other hand, is an absolute necessity. Therefore it is well worth considering whether or not the Government is warranted in constructing it.

It would be far better that it should do so rather than that large extents of territory should be handed over to a private company as a bonus for undertaking the work. The surrender of so much land in the Northwest to the C.P.R. probably may have been the easiest way of getting the line built. But experience has shown that it has hardly been the best thing for the country.

At any rate, we want the railway, and let us have it as quickly as possible and in the most economical way.

HAY-BALING WIRE REBATE.

The extra rebate of 5 per cent. on hay-baling wire in the province of Quebec referred to last week is in force.

The decline is due to American competition, which has been keener than usual in this line of goods this summer.

A month ago **HARDWARE AND METAL** called attention to the fact that American wire was coming into the province, but the accuracy of its statements were denied at the time.

The recent decline shows that its information to the trade was, as usual, correct.

DROPS FROM THE EDITOR'S PEN.

Lie low for business, but never lie for business.

He who would succeed in business must be a tactician.

When you dun a man do not be done with until he comes to time

The advertisement is the poker which stirs trade into activity.

A true advertisement will not unduly color the thing which it advertiseth.

It requires a cool-headed man to make things hot for his competitors.

Make your advertisements breezy, but do not be too "windy" yourself.

Hard times may dull business, but it sharpens the wits of the merchant.

Underselling your competitor often entails the undermining of your business.

Many a man lying in the dust of failure has been thrown there by his hobby.

There is sometimes a danger that the 'cute young man will become too sharp.

Have a goal. Climb for it; but don't step on other people's necks to get there.

As an incentive to work love is as far superior to gold as is diamonds to coal dust.

New and bright ideas always have the same old end in view—the expansion of trade.

Money makes the mare go, but if you haven't the money you cannot get the mare.

The clerk who can write an "ad" as well as sell goods is a valuable acquisition to any store.

The better you are acquainted with your customers the less likely are you to know the sheriff.

The merchant who is too sharp occasionally severs the connection between himself and his customers.

The utility of a business men's association is in ratio to the interest and energy of the members thereof.

The travelers of a good many of the Toronto houses are this week having their customers call upon them instead of them call-

ling upon their customers. It is Exhibition time.

A merchant ought to be as much ashamed of a naked window as a modest man is of a naked figure.

He who steals these "drops" may be stealing trash; but if they are worth being stolen they are worth being credited.

The cloud which is hanging over the free silver party in the United States does not seem to have even a silver lining.

The greater the pains taken to establish a business on sound business principles the less irksome are the duties of business.

The trouble with a great many of the free silver men is that they hope to settle with their creditors at 50 cents on the dollar.

If a young man in his youth sows the seeds of indolence he cannot hope in middle or old age to reap the fruits of industry.

Good stationery in the store helps to give the impression that you are stationary in business, in the sense that you are stable.

In getting rich the first essential is to know yourself. And you will probably find it easier to know other people than yourself.

Style is a great factor in this world: The style in which a merchant transacts business is an indication whether he will succeed or not.

He is a wise man who courts the ability to do right rather than practise the tricks that sometimes bring a short-lived popularity.

A man needs to be a saint to succeed in business as much as he does to succeed to the future better life, for great is the trial of his patience.

It is beginning to look as if a constitutional question is again going to take precedence in the House of Commons over the business interests of the country.

A merchant without a motive does not amount to much; but it all depends upon the motive as to whether the merchant amounts to much or not.

The merchant who stops advertising because his competitor does is a fit companion for the fool who hangs himself because somebody else has done so.

The size of a newspaper's circulation does not always indicate quality any more than does the avoirdupois of a man's body guarantee the quality of his brains.

TRADE CHAT.

THE total duties collected at the port of Toronto for the month of August were \$359,564.81; total for month of August, 1895, \$419,489.65; decrease \$59,924.84.

The black diamond is so hard that it cannot be polished.

The Malleable Iron Works at Walkerville, have closed down indefinitely.

James Hay, the Woodstock manufacturer, has not yet decided whether he will resume operations in Woodstock or leave the town.

William Lyons, the Windsor contractor, has secured the contract for the laying of the intake pipe for the Goderich waterworks, the figures being \$5,000.

Coal of good quality has been discovered near Moncton, N.B. And many are looking for a new and successful industry in that now rapidly-growing town.

R. S. Smith, tinsmith, St. Thomas, while engaged on the Thomas Williams Home fell through a cellar door and severely strained his knee and ankle.

John C. Fox, for many years postmaster at Olinda, Essex county, is dead. Deceased was 89 years of age, and in nine days more would have reached his 90th birthday.

The town of Tignish, P.E.I., was almost wiped out by fire on Sunday night about six or seven o'clock, including nearly all the principal places of business. The loss is heavy.

Goderich merchants have agreed that a document, binding the signers to charge 10 per cent. on American and 20 per cent. on silver should be circulated among the business men.

Through an error of the clerk the sign read thus: "A great bargain! Last one left. Formerly five shillings. Now offered for eight." And Mrs. Bargainbuyer paid eight shillings for it, and went away home happy.—Exchange.

The increasing amount of business done by the enterprising firm of Piggott & Son, of Dresden, Ont., has made it necessary to enlarge their store. The small part of the store will be moved farther back, and the main building enlarged.

The Grand Trunk Railway is laying new steel rails, 96 pounds to the yard, between Cornwall and Montreal. The weight of the rails used up to the present time is only 76 pounds to the yard, but in future all rails laid will be of the former weight.

A bomb has struck the Halifax City Council. The usual quietude and sameness has been pierced, and Ald. Musgrave stands as accuser of the authorities for showing favoritism in the giving out of contracts for the hardware supplies in the Board of

Works Department. It is alleged that the original tenders were taken away and others substituted, and then returned changed. A committee has been appointed to investigate and a lively time is anticipated.

The Windsor tax collector has seized some Grand Trunk chattels in that city for unpaid taxes. The company refuses to pay the sprinkling rate for the last three years, and as there are \$800 now claimed the collector is taking proceedings to bring things to a head.

The Martin saddlery hardware works, Whitby, had a narrow escape from fire. Some parties who were returning home late saw the blaze and gave the alarm. The blaze was found to be on the second floor in the polishing room, and was extinguished in a few minutes before much harm had been done.

All freight and ticket agents on the Canada Southern division of the Michigan Central railway have been notified that all American money tendered in payment for freight or tickets must be accepted at par, and no discount made under any circumstances.

Binder twine is unobtainable on either side of the river just now. It seems queer that merchants do not provide for the farmers in this district in that respect. One day without twine might mean thousands of dollars' loss to the farmers.—South Edmonton News.

The International Association of Factory Inspectors, representing all portions of the United States and Canada, opened its annual convention at the Parliament buildings on Tuesday. About 60 delegates were present, and matters bearing upon their work were discussed.

The second order for the equipment of fifty C. P. R. stock cars with the Westinghouse air brake, has just been completed in the car shops at this station. The cars thus furnished are being brought into immediate use for the transportation of cattle to the east.—Free Press, Winnipeg.

Mr. W. H. Pearson, jr., of Toronto, lessee of the gas and electric light works, having notified the local authorities that he would be obliged to increase the rate for gas lamps from \$20 to \$25 per annum after September 1st, the Council met last night and, after a sharp debate, decided to accept the new terms for one year.

The Manitoba Government's crop bulletin has been issued and gives the estimated yield for the province: Wheat, 999,598 acres, 18,565,198 bushels; oats, 442,445 acres, 16,633,222 bushels; flax, 20,325 acres, 288,615 bushels; rye, 3,130 acres, 63,852 bushels; peas, 1,103 acres, 22,611 bushels. New land broken, 361,610 acres.

The hay crop is of a very heavy nature; grasses, 1.9 tons per acre; cultivated grasses, 1.7 tons per acre. Cattle of all kinds are doing very well. The condition of the crop is much better than was expected earlier in the season.

Arrangements have been made by the Winnipeg Board of Trade for a trip to the Kootenay district, a single fare having been granted by the C.P.R. for the round journey. The party will leave Winnipeg about the 15th of Sept.; the exact date will be decided by those who notify Secretary Bell of their desire to join the party. Mr. Bell will furnish all information regarding the excursion.

The report for 1896, of the Elora Board of Trade, boasts that that place has "the fourth largest public library in Ontario, the finest museum in the province outside of Toronto, water-power galore, the only Brussels carpet factory in Canada, a furniture factory, an organ factory, a boot and shoe factory, a woolen mill, flax mill, oatmeal mill, flour mill, foundry, planing mill, and saw mill.

The July return of the Cleveland Iron Masters' Association, of England, shows the following as the month's makes of pig iron, namely, 129,000 tons of Cleveland iron and 137,000 tons of other kinds, a total of 266,000 tons, or 7,000 tons more than in June. There are 96 furnaces blowing, 50 of which are making Cleveland iron. The stocks increased 3,186 tons in July.

A despatch from Rossland, British Columbia, announces that immense deposits of coal have been discovered midway between that place and the coast. The coal, the despatch adds, is said to be of the very best quality. Great strikes of gold have been made in the Rossland district recently, and the reported discovery of coal, if it is true, solves the difficulty of a coal supply for mining purposes.

The Lozier Manufacturing Co., of Toronto Junction, is being incorporated to take over the present bicycle business and also to obtain power to manufacture motor vehicles. The capital is \$500,000, and in the company are: H. A. Lozier, of Cleveland;



THE GUM

That goes into Perfecto Varnish is the toughest gum that is found. It is selected for its hardness and the durability it gives the varnish. There are paler gums, which cost more money, but no harder, or more durable, than that which Perfecto is made of.

For wearing, and staying qualities, you can't beat Perfecto. It's not one of those delicate varnishes that are so costly and require careful handling. It's a good, strong, stout varnish, that anybody can use and get a good job with.

It's the kind of varnish you should have.—Try some.

The Cottingham Varnish Co.

Ltd.

MANUFACTURERS

Montreal.

Buggy Paint---that's right

People who use Buggy Paint are, as a rule, amateurs. It is therefore very necessary that they have an article that is easy to apply and has no "tricks"—besides it must have a fine appearance and wear well.

This is the sort of Buggy Paint The Sherwin-Williams Co. make. It is only natural that they should make this article so satisfactory, having made the finest grade of carriage paints for so many years, with such great success.

Last week a customer who had bought a line of our Buggy Paint, and had not had any of our other goods, said to one of our salesmen: "If all of your goods are as good as your Buggy Paint you can count me as a customer for next season."

It's this sort of thing that's helping us to build a great business. It'll help you, too.

The Walter H. Cottingham Co. Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

Edwin R. Thomas, Robert E. Van Dyke, Chas. C. Going and Allan H. Royce, all of Toronto.

The richest gold placer mines in Alaska have been transferred to Canadian territory, and the miners are now paying tax to British authorities. The territory in question is from three to eight miles in width, and embraces the rich placer claims on the Glacier and Miller creeks, which heretofore were supposed to be in Alaska territory. This transfer of territory is the result of re-surveying recently made.

W. E. Hagaman, of the firm of Hagaman & Jull, general merchants, died at Ridgetown, Monday afternoon, from the effects of a paralytic stroke. Prior to commencing business at Ridgetown about twenty years ago, Mr. Hagaman was a large dealer in grain at Oakville, and was well known throughout the province. In his death Ridgetown loses one of its most influential and highly respected citizens. He was in his 76th year, and leaves a widow and two sons and one daughter.

Hans Geise, the German consul at Tacoma, Wash., has been commissioned by Kaiser Wilhelm to investigate and make a report to the German Government on the possibilities of mining in the Kootenay

district. The consul has just returned from a three weeks' trip throughout the district. He visited the various camps and says he has found the mineral wealth to be beyond description. Two German savants are now on their way to Rossland to make a further report to their Government.

A large pump was placed in the oil well on the Finlay farm lately struck by the Pelee Gas and Oil Co., Pelee Island, and by an actual test on Friday five barrels of oil per hour, or over 100 barrels per day, were pumped. The oil tests 40 per cent. The well also supplies gas for pumping and lighting purposes, and for running drilling machinery in another well being put down about 400 yards distant. For the present the oil will be taken by boat to Sarnia and transhipped to Petrolia.

Consul James B. Taney writes the Department of State at Washington, from Belfast, Ireland, that the Canadians are making great efforts to introduce household and office furniture in all parts of the Kingdom. One agent of an Ontario firm, within a week, took orders for about \$5,000 worth of furniture in Belfast and in Dublin for about \$10,000 worth. "If American manufacturers," says Mr. Taney, "desire either to retain or increase their trade they should understand that it will be necessary to give it the most careful attention in directions that are comparatively new to them."

THE GREAT SOUTHERN TIN MINE.

The Australian Mining Standard records the successful boring of a tunnel at the Great Southern tin mine, Toora, South Gippsland, Australia. The total length of the tunnel is 2,500 feet, of which 1,100 feet was forced through solid rock. The work, planned and supervised by the mining manager, G. S. Chappell, has been in the course of construction for more than a year past, and from its inception till completion has not been marred by accident or hitch of any description. In holing through, the levels were found to be accurately carried out from both ends. The ventilation provided enabled the work to be prosecuted without inconvenience, and the manager was deservedly congratulated for the results achieved. Another notable work in connection with the mine is a weir constructed across the Agnes River, the source of water supply, for which the tunnel was cut to save a long and expensive open cutting. The prospects promise to be highly remunerative, and bid fair to remove the prejudice that Victoria is not a tin-producing country. The Great Southern tin mine is an English proprietary company, and the shares are well held. Nearly the whole of the capital was subscribed in London and France, only a few shares being allotted to Melbourne to persons who had interested themselves in the industry and were desirous of participating in the development of the field.

OTTAWA MERCHANTS ORGANIZE.

THE retail merchants of Ottawa held a meeting in the Oddfellows' Hall on Thursday, 27th inst. There were nearly one hundred present. Mr. H. H. Lang started the ball rolling by a motion that Mr. H. Watters take the chair. Mr. Geo. Popham was then chosen to act as secretary.

The chairman then delivered a short opening address in which he stated that the object of the meeting was to bring together the retail merchants in all lines of business so that a better system might be arrived at and a more friendly feeling be created among them. The object he said was a worthy one, as the present system was full of evil and the lot of a retail merchant at present was an unenviable one; he hoped that this move would be the cause of something being done to improve their position.

Mr. Lang was then called upon to explain the platform which he proposed. He stated that his object in calling the meeting was to form some kind of an association among the retail merchants and promote a more friendly feeling as a business people in a social way.

The first subject he referred to was the credit system, which, he stated, all knew was in a very bad state, and that if an organized association was formed the members could talk things over and find out who the dead beats were, and thereby protect themselves from many losses which they were compelled to meet under the present system.

Taxation was the next point touched, and that, he considered, might be remedied, but an investigation would be advisable before doing anything.

The market in regard to farmers was one of the principal points. You all know, said he, that our By Ward market in its present condition is not in a fit state for farmers, as some of them come a long distance to it, and then if it rains they are compelled to seek shelter elsewhere, or more likely stand there and probably have their load so spoiled that they have to sell at a sacrifice, thereby causing a great loss to the merchants. Then the city officials, although there is a law to prevent it, allow transient traders to stand on the very best part of the market and crowd the farmers to the worst parts, even up to George street, where they are compelled to stand in front of private property.

In speaking of the electric street railway, he mentioned the way the track was kept, and considered that whether it was the company's fault or the city's, something should be done to have this nuisance remedied, as

there was some vehicle broken nearly every day by it.

Transient traders should be stopped doing business, as they are a hindrance to farmers as well as retail merchants.

The early closing shops he considered were all right at present and it might be dangerous to tamper with the existing system. Clerks at present are prepared for their work in the morning, which they were not when they were compelled to work till all hours at night as under the old system.

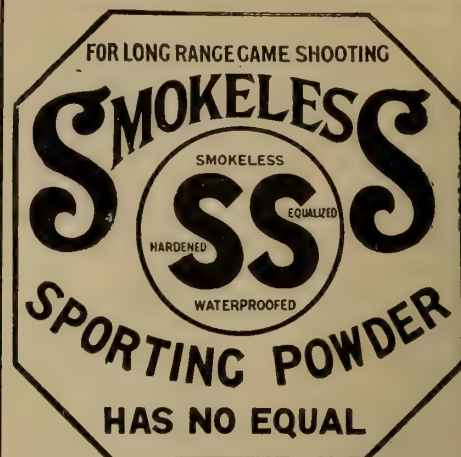
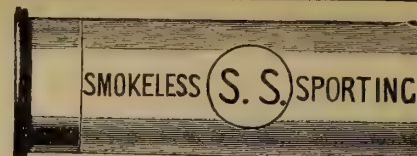
He considered it was not fair treatment for very small dealers, and, in fact, many who are not dealers at all, to be able to go to the wholesale men and buy a few yards or pounds, as the case might be, of whatever they want. The retailer was entitled to this kind of trade, and the wholesaler should be stopped doing it. Other subjects, he said, would come up from time to time for discussion, which could not be thought of just now, and he hoped to see the association go ahead and make as good a success of it as they have in other cities, especially in Winnipeg, where he had been instrumental in organizing it and of which the Winnipeg merchants have reason to be proud. With these remarks he left the meeting open for discussion.

Mr. Stewart McLenaghan then asked Mr. Lang what were the first steps to be taken re organizing, to which question he answered that the president, vice-president, secretary and treasurer be elected, committees formed and then proceed with the questions of business.

Mr. P. O'Reilly thought it better to discuss matters first and get the true feeling of the people, after which several prominent business men spoke, among whom were Mr. Poulin, Mr. Burns, Ald. Cluff (on behalf of his brother), W. H. Wilson, Mr. Esmonde, Mr. Olmstead, Mr. Hemphill, ex-Ald. Casey and Mr. Ackroyd, all of whom favored organization, and pledged themselves to do all in their power to further its motive.

A committee of twenty-five representing all the different lines was then formed to frame a code of bylaws, etc., and do any other necessary work. The committee is composed of: Messrs. H. H. Lang, J. M. Richards, Wilson, Poulin, representing the dry goods business; Messrs. Jno. Cowan, Prevost, G. M. Dalglish, groceries; Messrs. P. O'Reilly, S. McLenaghan, S. P. Hemphill, tailors; J. P. Esmonde, hardware; C. Reynolds, tobacconist; T. Burns, confectionery; Messrs. H. Watters, and Ald. Payment, drugs; Messrs. L. G. Morgan and Edmondson, boots and shoes; C. A. Olmsted, jewelers; H. J. Hurley, gents' furnishings; Geo. Popham, stationery; Jas. Ashfield, crockery; D. Storey, furniture; James Peterkin, flour and feed; W. H. Mills, hats; Geo. Miller, fruit.

The meeting then adjourned.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
"43" 872'72 " " "

Far in excess of any other Powder,
Nitro or Black

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.
Pressures 2-17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles: also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers THE SMOKELESS POWDER CO., LTD

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St
Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

To the Hardware Trade Only

If you attend the great

CANADIAN INDUSTRIAL EXHIBITION

kindly reserve enough time to pay us
a visit.

Our travellers and warehouse staff will
be on hand to pay you every attention.

We hope you will favor us with a call.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE MERCHANTS

37 West Front Street = TORONTO

Our Samples of Seasonable Goods will be open
for Inspection.

DEAD SHOT and SCHULTZE POWDERS

Graham Cut and Wire Nails are the best.

PRACTICAL PUBLICITY.

By Nath'l C. Fowler, Jr.

NEW GOODS.

We are ready to promptly fill your orders with NEW GOODS. First quality of CANNED GOODS. NEW TEAS. COFFEE that cannot be excelled. NEW EVAPORATED APRICOTS, Hampden Cream fresh every day. Deerfoot Farm Sausages and Fresh Pork. English Muffins fresh every day. Agents for Mt. Major Crystal Spring Water. Call and get the analysis. If you want the best quality of goods and prompt attention call at

JAMES H. SMITH & CO.
100 White Street.

Telephone Connection.

"New Goods" is a good headline, but it would be better if some definite noun followed the adjective. "Goods" means anything and everything, and is used so much by everybody that nobody pays much attention to it. Unless one reads beyond the heading he can form no idea of what is advertised. The heading of an advertisement should either advertise the goods, or else be sufficiently novel to force the reader to read the balance of the advertisement. Besides announcing "New Goods," this advertisement presents nine classes of grocery articles, none of them prominently brought out. This advertisement is a splendid example of good English, fluently put together. It will read well to anybody who will read it. There is no necessity of telling folks that "we are ready to promptly fill your orders." You are supposed to do that whether you do or not. "Coffee that cannot be excelled," means all coffee. "Fresh every day" is no longer a fresh expression. "Best quality" has worn out its quality. "Call" is superfluous. The firm name is in too large type. There is enough material in this advertisement to make nine good advertisements. Here is one ninth of it served as an example of an advertisement which folks may read:—

Economical

Tea

Our tea is all tea
—there is tea that is
half tea, and mighty
poor tea in the tea-
half of it—we don't
sell that kind—most
all the other stores
do.

JAMES H. SMITH & CO.,
100 White Street.

Telephone.

THE MAN WITH A REMEDY.

ON all occasions of public excitement, whether due to social, industrial or political causes, the man with a remedy or a prophecy is to be found at every corner, writes Fred. Woodrow in Age of Steel. He may be a wise man or a fool, a statesman or an anarchist, a competent leader of public opinion or a blatant demagogue, but be he one or the other he is sure of a crowd at the corner or an audience in an auditorium. The peddler of nostrums with his pills and balsams, and his list of miracles performed on the blind, the halt and the maimed, always secures the public ear, and what is lying around loose of faith and cash. The blind see, the lame walk and the deaf hear. Men with a crook in the spine, a lazy liver, or a dead kidney, are reconstructed and renewed, and the fame of the medical wizard finds its way into every back street in the city. When he is gone, and the old ailments return, some men privately kick themselves, and others divide their time between the family doctor and the stool of repentance. The colored lights have gone out and the house fronts that were all gold and glory are once again but smoke-stained and weather-beaten boards. The same kind of a crowd, the same type of cheap faith and the same miracle worker are in evidence on all occasions of public excitement. The ear that never cracks at what it hears, and the mouth that never refuses accommodation to a calf's foot or a whole ox, are in brave array. Men, otherwise of a steel-sinewed and practical nature, that could never be tempted with a gold brick or fooled with a plugged dime, are rattled like a crowd on a sinking ship or in a burning theatre. The strangest notions and the wildest of wild-cat ideas are accepted as is thirty-six inches in a yard and the rules of arithmetic. Fads that are as thin as rainbows and falsities broad as a barn door are accepted as pure gospel.

Impossibilities as the growth of a beard on a billiard ball, or wings on an oyster, become plastic as putty and as easy as cracking an egg. Statistics that have as little to do with the issues involved as the price of a horseshoe has to do with an eclipse of the moon are believed in as is the Koran of the Musselman and the Bible of the Christian. Camels go through the eye of a needle without injury to their hump or hide. Mole hills that could be covered with a peck measure are mountains with their bald heads in a cap of clouds, and promises that are nothing but bags of wind are believed in with the faith of a child. Under such conditions of receptivity and delusion, the man with a remedy for all ills and wrongs has the opportunity of his life. He is let loose. Fences

are down and doors open. Theories spread like oil on cambric, or ink on blotting paper. Opinions exploded long ago furnish gas for new balloons. Old hobbies show up with a new coat of paint, and others crude and evanescent as the work of a soap artist on the mirror of a barroom spread their panoramic illusions on the public mind. This condition of things, however, paradoxical it may seem with an intelligent and practical people, is undeniable. It is a mystery and yet a fact, a paradox and yet a verity.

Individualism is lost in an anarchic mass. Parties and even nations become temporarily insane, and the most momentous of questions and the gravest of issues are disposed of with as little regard to consequences as is a blind mouse in going down the throat of a cat. It behooves all men at such crisis times to do their own thinking. If this was done the man with a remedy would cease to be a public danger. Men would not sneeze when another takes snuff, nor follow the bell wether of a flock of sheep when he goes over the fence into the ditch. What is wanted in the decision of all grave public questions is robust, broad-shouldered, steel-sinewed, positive private conviction. It is to be confessed that even with a progressive people there is too little of this kind of manly independence. More of this granite and less of the usual putty is needed in the building up of a great nation. Less of mud slinging and more of candid and unprejudiced investigation would save us the mockery of being a free people with others to do our thinking. If there is anything in history that has majesty it is the sovereign will of an intelligent and earnest people, and what there is of sombre tragedy in its events is that of human folly, where the blind lead the blind and both fall into the ditch.

An expansion of our population, and, of course, the natural concomitant, an enlarged consumptive capacity, is what the Dominion has been craving for more than anything else for years. This is now being created. Places in the Kootenay country which but yesterday were hamlets with a score of people are to-day towns of several thousand inhabitants.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

We will occupy
these
premises

about the 1st of Sep-
tember, and will be
pleased to meet our
many customers and
friends during Exhibi-
tion week.



Cobban Mfg. Co. Ltd.

. . . NEW PREMISES . . .

Corner Lake and Lorne Streets
Opposite Union Station

TORONTO

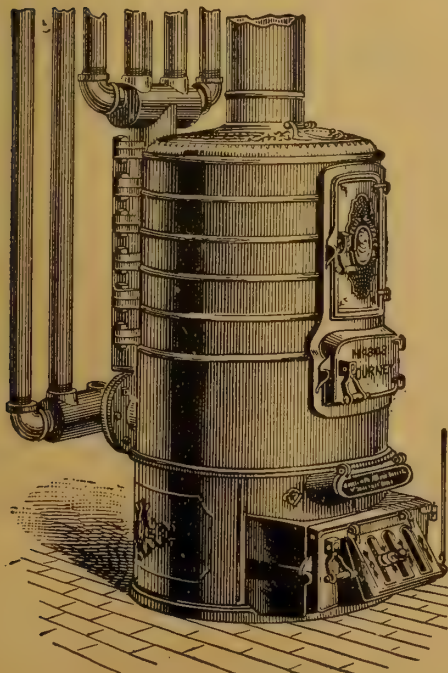
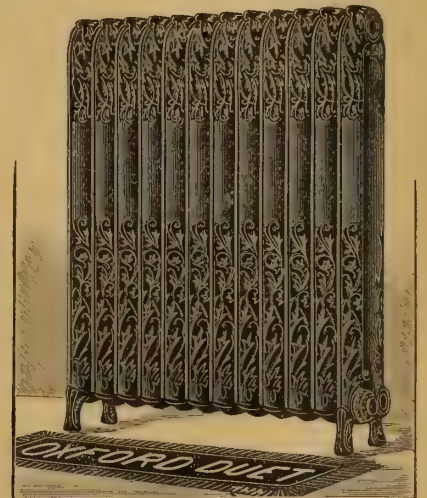
There's a
Superlative Excellence about

"OXFORD" Boilers and Radiators

For

HOT WATER OR STEAM

Which warrants their absolute suc-
cess, and the thorough satisfaction
of your customers is bound to in-
crease your sales.



These **Boilers** are the result of experience, not
experiment, and have a perfect circulation.

The **Radiators** represent the newest ideas,
latest improvements, and most perfect construction.
In sizes and styles to suit all possible needs.

SEND FOR OUR CATALOGUE FOR FULL DETAILS
AND PRICE LIST.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL



ESTABLISHED 1860.

INCORPORATED 1895.

"CRESCENT" AND "VICTORIA"

STEEL ENAMELLED WARE.

KAISER KOFFEE KAN

Latest improved coffee pot made. If your customers appreciate delicious coffee ask them to try the "Kaiser."

SEND FOR SAMPLE LOT.

The Thos. Davidson Mfg. Co. Ltd. - Montreal

ELBOWS, COAL HODS, FIRE SHOVELS, STOVE BOARDS, ETC.

ONE MAN'S SUCCESS.

A BRIGHT young man, just from the country, entered one of the large city stores as a salesman, and showed his capacity for business by quickly acquiring a large personal trade, says Grocery World. He rapidly passed older and more experienced salesmen, and incurred no little disfavor with some of his envious fellow clerks. It provoked their jealousy to have good customers make special request to have this young man wait on them. When they found out the secret of his popularity, many of them also found they had formed habits of working that almost entirely deprived them of the ability to become as good a salesman as this young country man, whose experience, previous to entering the larger field, had been confined to the little village store owned by his father.

He, with his fresh, receptive mind, discovered, very soon, the secret of the success of the best salesmen in the big store. The other clerks were satisfied to ascribe success to ability to pull the wool over the "old man's" eyes, or to some accident or relationship. The young man from the country at once saw that success was the result of the ability to sell goods. He was satisfied that the "old man" (he never thought or spoke of the proprietor in such terms,

however), was only looking for real business ability. He felt himself able, but his great study was how to show his capacity in the shortest possible time. He discovered there were more good customers than the really good salesmen could handle, and that many new people came to the store every day. He also observed that the average salesmen were practically indifferent as to whether they pleased the customer or not, and that they attempted to judge customers by this or that standard, and their indifference was usually gauged by the probable importance of the person they were waiting on. Only a very few seemed to have a personal trade. He was convinced that if he could make people ask for him, his success and advancement were assured. He accordingly set about to make acquaintances. His appearance attracted very few to him. He was evidently a new clerk, and people at least expect those with experience to be best able to serve them. The young man, being the latest addition to the force in his department, was obliged to follow the custom and take such customers as the other clerks did not want. However, he kept his eyes and ears open, and improved every opportunity to do some ever so slight a favor for a customer. He made himself perfectly familiar with the stock, and often made suggestions, politely,

which pleased the customer. Often he would see a customer leave the counter, having failed to get suited. The shrewd young man would have in mind just such goods as he felt she would want, and would politely stop her before she left the store, and show her the goods which the other clerk was too careless to look for. He would also manage to learn the customers' names, and also to have them learn his. In many ways he added one after another to those who would insist upon having him wait upon them, until the proprietor was forced to recognize his value, and advancement followed rapidly. This young man became a very successful merchant afterwards, in one of the smaller towns, where he preferred to live, rather than in the city. While he might have been more prominent had he remained in the larger sphere, he was satisfied with less money, less honor, perhaps, with less worry, less anxiety, and more real comfort and enjoyment than is the lot of the very "successful" merchant in the large cities. He also enjoyed the consciousness of having earned his success by diligent use of the talents with which nature had endowed him. As this story was gotten from the gentleman's own lips, we trust the good example he set his fellow clerks years ago may live on, doing good to those who read it.

Scientifically Correct

Is the process of manufacture employed in the production of . . .

GUELPH BAR IRON

FINEST IMPORTED IS NO BETTER.

**FOR YOU-- PLEASED CUSTOMERS
IMPROVED TRADE**

by handling this Iron. Even, tough and true to gauge.

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

PROMPT SHIPMENT AND CAREFUL ATTENTION

GIVEN TO ALL ORDERS

Sanderson Percy & Co. 61, 63 and 65 **Toronto**
Adelaide St. West,

**PAINTS, OILS, VARNISHES
AND WINDOW GLASS**

"JUST A LITTLE CHEAPER THAN THE REST."

Visitors to the Fair . . .

We invite you to inspect our stock of Bicycles, Guns, Rifles and General Sporting Goods. Our prices will surprise you, as we are able to quote lower prices than any other house consistent with good quality.

The R. A. McCREADY CO. Ltd., Temporary Premises 219-221 Yonge Street **Toronto, Ont.**

STORE OPEN TILL 10 P. M.

Cross-Cut Saws

*Shurly & Dietrich's Racer
Maple Leaf, and Premier*

Disston's Toledo Blade

In addition to above we have several lines which we are offering at very special prices and will be pleased to answer enquiries regarding same.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. **TORONTO**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 4, 1896.

HARDWARE.

GENERAL business in hardware rules quiet, with buyers, as a rule, confining their operations to actual wants. A few lines only show any life, these being sporting goods, tinware, screws, rivets and shelf goods. In values the only change of importance is the allowance of an extra discount of 5 per cent. on hay-baling wire in Quebec province. Other lines continue as they were. Payments are only moderate.

PLAIN WIRE—The demand is not as brisk as it was. Jobbers in Quebec are now allowed an extra 5 per cent. on hay-baling wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—Dulness still rules. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—Demand extremely quiet. We quote \$2.75, f.o.b. Montreal.

WIRE NAILS—There is little change, only a moderate demand being noted. Discounts are: 70 and 10 f.o.b. Montreal for Quebec province, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and

British Columbia, 70 and 10, and Manitoba and Territories, 67½c.

HORSE NAILS—Very little change is to note, discounts remaining at 50 per cent.

HORSESHOES—Demand is still of a quiet character, though this week's orders have been for rather larger quantities. We quote: Iron, \$2.50, and steel \$4.75 to \$5.75.

PRESSED SPIKES—Business quiet and discounts unchanged at 30 to 35 per cent.

SCREWS—A good jobbing demand is noted for these. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—A quiet business is noted. Discounts range from 10 to 12½ per cent.

CARRIAGE BOLTS—Demand for these has been fairly active. Discounts are unchanged at 60 per cent.

IRON RIVETS—There is a fair demand experienced in this line. Discounts 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Continue in fair demand with discount 50 per cent.

ROPE—Business in rope is of an ordinary character. We quote: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ for 7-16 and upwards.

BELTING—Business is quiet in belting. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra, and 50 to 60 per cent. on No. 1.

CHAIN—Quite a few orders for cow ties were noted this week.

CUTLERY—Business in cutlery shows little alteration, and orders are confined to small quantities.

SPORTING GOODS—There is a good enquiry both for guns and ammunition, though the movement is hardly up to the average for the season.

APPLE PARERS—Orders for this contrivance continue fair at \$5 per dozen up.

PLUMBERS' SUPPLIES—Trade is only of moderate proportions.

CHURNS—Unchanged, with little doing at 70 per cent. off the list.

CLOTHES WRINGERS—There is some enquiry for these. We quote: \$26.50 to \$27.

AXES—Unchanged. Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

TOOLS—No new feature, demand ruling fair for seasonable lines.

TINWARE, ETC.—Enquiry for stove furnishings is on the increase, zinc footboards, coal hods, etc., being the most active lines.

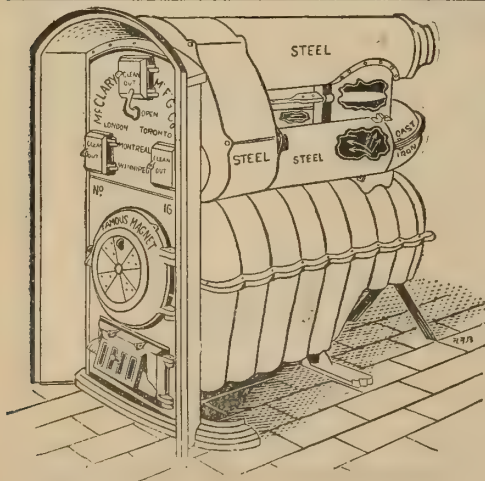
BUILDING PAPER—Little change is to report. We quote: Plain building, 30 to 35c.; tarred lining, 40 to 45c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—Some fair-sized orders for English were noted, but, as a rule, demand is quiet. We quote: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—There is a fair trade in these at \$16 to \$21 per 1,000.

METALS.

There is little life in the heavy iron and metal market. Very little Scotch iron is ordered for import this fall, while the easy feeling noted in bar iron continues, and it is



The "FAMOUS MAGNET" Wood Furnaces

Each season increases their popularity.

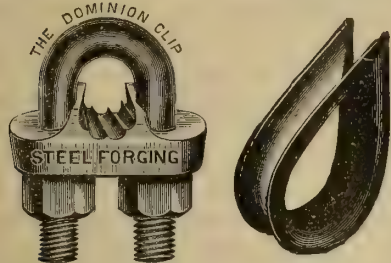
Their immense heating power, economy in fuel and ease of management commend them to all. We will this season make them in eight sizes—Nos. 12, 14 and 16, with three steel cylinders in radiator, Nos. 112, 114, 116, 17 and 19, with four, giving a line suitable for all conditions.

We can gladly refer you to every buyer who has handled them, and it will pay you to investigate their merits.

The McClary Mfg. Co., Ltd.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

The material

We use for the manufacture of our "C" brand horseshoe nails is a superior quality of Swedish charcoal iron nail rods, which are especially selected and made for the purpose. Quality is our first consideration in the material we use. We could not make good horse nails out of cheap stock. The buyers of our "C" brand horse nails can rest satisfied that they are getting the best value for their money, and giving their customers a nail that is bound to satisfy the most critical. Our name and trade mark (the letter "C") is on each box.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . **Always in stock**

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

*British and Belgian Plate Glass
also in stock.*

reported that values have been shaded materially in the case of round lots. Tin and Canada plates continue quiet, and the metals generally are unchanged except pig lead, which has been offered 10c. lower than last week. The firm tone in sheet zinc noted is maintained.

PIG IRON—The chief feature in this line has been the business in Hamilton pig, which has been placed here to the extent of 400 tons or so at \$18 laid down here. Little or no Scotch iron is being contracted for import so far this fall, and prices are nominal in the absence of business. We quote: Sumnerlee and equal brands, \$19 to \$19.50. Carron, \$19.50, and Nova Scotia pig, \$16.50 to \$17.50, according to grade; Hamilton pig, \$18.

BAR IRON—The weak unsettled feeling noted in bar iron last week continues and prices would almost certainly be shaded in the case of round lots where buyers could be found. In fact, we know that car lots have changed hands here for less than \$1.50 and we quote \$1.50 to \$1.55 as the regular jobbing range.

HOOPS AND BANDS—Some fair jobbing orders have been noted on the basis of \$2.30.

SHEET STEEL—Demand quiet, being confined to the staple lines at \$2.50 to \$2.75.

SHEET IRON—Some import sales of black sheets are noted, which will cost pretty near ruling spot prices laid down. Jobbing business is quiet at \$2.60 to \$2.70 for the more staple gauges.

TINNED IRON—Business is of a limited character on the basis of \$5.75 up to 24 gauge.

GALVANIZED IRON—Business is fair and prices steady at \$4.25 to \$4.50 for Queen's Head and \$5.25 to \$5.50 for Lion brand.

LEAD PIPE—A quiet, steady trade is noted at 7 to 7½c., with 30 off.

PIG LEAD—Round lots of pig lead have been offered here this week at a cut of 10c. sales being noted at \$3.15, and we quote \$3.15 to \$3.20.

PIG TIN—There is no change in pig tin which rules quiet at 16½c.

INGOT COPPER—Business is quiet and prices are unchanged at 12 to 13½c.

SHEET COPPER—No change is to report in this line, while business is moderate at 16c.

IRON PIPE—Discounts have been increased to 65 per cent, and now range from that up, 70, 10 and 5 per cent, according to gauge.

CANADA PLATES—There has been more activity noted in Canada plates, both in an import and a jobbing way. Values, however, are unchanged at \$2.25 to \$2.30.

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

**BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS**

Have you any? Yes or no.

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

TIN PLATES—These continue quiet with values the same: Cokes, \$2.75 and charcoal \$3 to \$3.25.

TERNE PLATES—Business is confined to small orders. We quote: \$5.75 to \$6.25.

SOLDER—Business quiet and prices steady at 11½ to 13c.

SHEET ZINC—The firm feeling in sheet zinc is maintained and orders have been rather better at 5¼ to 5½c.

SPELTER—Featureless at \$4.50 to \$4.70.

ANTIMONY—Dull and unchanged at 10c.

GLASS.

Advices from primary markets have been stronger, and prices show an advance of 8 to 10c. per box of 50 feet, and the indications are that values here will have an up turn in the near future. The demand for window glass is improving, and some fair sized sales have been made at old prices.

PAINTS AND OILS.

The fall trade develops rather slowly. The month of August was one of the quietest on record, and while there is an improving movement, there is not yet any activity. Turpentine is quoted fractionally higher in the south, and it will be no surprise should it advance a cent or two.

WHITE LEAD—In fair demand for the season and without any alteration. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD AND LITHARGE—Are more enquired for, and stocks are light. We quote: Pure, 4c. in casks, and ¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—In moderate request at scheduled quotations.

VARNISHES—In good demand at listed prices.

LINSEED OIL—In full supply. We repeat last week's quotations of 47c. for raw and 50c. for boiled, Montreal terms.

TURPENTINE—Firm in response to advances from the south. The lowest quotation here is 38c., Montreal terms.

CASTOR OIL—Stocks light and prices firm at 7½ to 8½c.

NAVAL STORES—Fair demand is noted. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Business in heavy chemicals is rather better, while prices generally are steady. We quote: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.;

alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

HIDES.

The hide market is unchanged at the recent decline. We quote 3 to 5c., according to grade.

PETROLEUM.

There has been a fair demand for petroleum at steady prices. We quote as follows: Canadian refined, in car lots, 15½c., 20 barrels 16c., smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

ASHES.

There is no change in ashes which rule quiet. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05, and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Turpentine at primary markets is reported to be fractionally firmer.

The output of window glass in Belgium has decreased 5,000,000 feet since March last.

Quite a round lot of the Hamilton pig iron has been placed east recently, aggregating 400 tons or so.

The price of linseed at Calcutta has advanced 6s. per ton during the past fortnight and is cabled firm.

The W. H. Cottingham Co. have been awarded the contract for supplying paint for the Exhibition buildings at St. John, N.B.

On Monday morning a fire broke out in the Sclater Manufacturing Co. factory, on St. Peter street, and about \$12,000 damage was done before the fire was got under control. The damage was caused almost solely by water.

Laporte & Son, retail hardware dealers, 300 St. Lawrence street, Montreal, assigned on Friday last, at the demand of Caverhill, Learmont & Co., with liabilities of about \$6,500. The chief creditors are: Caverhill, Learmont & Co., \$950; Garth & Co., \$583; A. Ramsay & Son, \$670, and P. Ames, \$505.

ONTARIO MARKETS.

TORONTO, Sept. 4, 1896.

HARDWARE.

THE first week of the Industrial Exhibition has seen a more than usually large number of country merchants around the warehouses of the wholesale hardware merchants. More also seem to

be purchasing than a year ago. A great many of the customers, however, report trade quiet, and especially those from the sections where the cereal crops have not been good. The volume of business is probably a little larger than a week ago. Business, at any rate, presents a little more life. A slight improvement is reported in the demand for ordinary fence wire and in cut nails and wire nails. The movement in these lines, however, is still slow. The demand for horse-shoes is being fairly well maintained. Increased activity is to be noted in sporting goods. Apple parers are still receiving attention. The demand for building paper is still improving. Enamelled ware has been receiving a little more attention from city dealers with a view to putting stocks in attractive shape for the Exhibition trade. Payments are scarcely as good as they were.

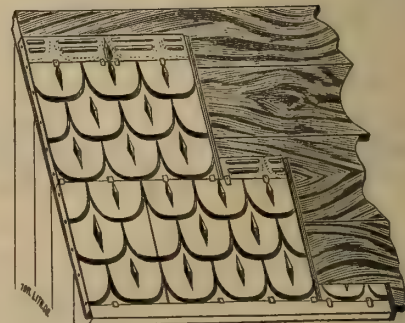
ORDINARY FENCE WIRE—A slight improvement is to be noted this week, but the volume of business is still small. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Orders are still few and far between. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—If anything, these are moving out a little more freely. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEOLAR METAL ROOFING CO.
OSHAWA, ONT.

25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

CUT NAILS—A little better business is also to be noted in these, some larger orders having been received. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade remains much about the same as a week ago. Discount, 50 per cent.

HORSESHOES—The improvement noted last week continues. A number of orders have been received during the week, for the light shoes particularly. We quote, f. o. b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—There is the usual demand. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Trade is quiet. Discount, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade remains much about the same as a week ago, fairly good. Discount, 60 per cent.

RIVETS AND BURRS—Demand keeps fair. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—The demand is opening up for rope halters and plough lines. Ordinary rope trade is dull. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—There is not much doing. We quote discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—There is a fair movement. Cutlery is one of the lines which is receiving some attention from country customers who are in town.

SPORTING GOODS—Trade is active in sporting goods. Guns, rifles and ammunition are moving freely.

APPLE PARERS—The bulk of the trade has been done, but there are still a good many parers going out. Ruling prices are still \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—Trade in the city is quiet, but it does not appear to have fallen off to the same extent on country account.

CHURNS—Quiet. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

ART METAL WORK

FOR INTERIOR AND EXTERIOR FINISH.

We make the largest variety, most accurate fitting, ornamental, durable and reliable in the Dominion. No imitator has anything equal. No light-weight trashy stock used in our makes. Prices right.

Metallic Roofing Co., Ltd., Wholesale Mfrs. **Toronto**

CLOTHES WRINGERS—There has been quite a scarcity of wringers during the past few weeks, but stocks are again complete. We still quote \$26.50 as the ruling idea as to price.

TOOLS—There is still a brisk demand for corn husks. Grain scoops are being called for regularly. The same may be said of spades and shovels. Only an occasional order is being received for harvest tools.

AXES, ETC.—The seasonable demand for such articles as axes and axe handles is opening up but slowly.

BUILDING PAPER—The improvement noted last week continues. We quote: Plain building, 35c. per roll; tarred lining, 45c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

TIN AND GRANITEWARE—In graniteware there has been an increased trade in a sorting up way, particularly on city account. A fairly steady trade has been doing in tinware.

METALS.

The metal market on the whole is quiet.

PIG IRON—We hear of no transactions. Prices are without improvement.

BAR IRON—The slight improvement noted last week has been again lost, scarcely any business being done. Base price is still \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Are still in fair demand, the former being particularly so. We quote: \$2.30 to \$2.35, according to nass is being done at unchanged prices. quality.

SHEET STEEL—Trade is quieter than it has been for some time. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Sales are rather more numerous than they have been for some time. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Orders are still small. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

GALVANIZED IRON—Is a little more satisfactory, quite a number of cases having been called for during the week. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¼c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less, and small lots are ¼c. higher.

LEAD PIPE AND TRAPS—Trade is steady. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet, with discount unchanged at 60 and 5 per cent.

PIG LEAD—Orders during the past week have been a little larger than for some time. We quote 3¼ to 3½c. for small lots.

INGOT TIN—While not any round lots have changed hands, orders for small quantities have been numerous. We quote 16 to 16½c. for small quantities.

INGOT COPPER—Quiet and without special feature, at 12½ to 13c. for small quantities.

SHEATHING COPPER—A few large sales have been reported for special sizes. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade, while not as brisk as it was a week ago, is still fairly active. Discounts on Canadian pipe from stock are as follows: ¼-inch, 65 per cent.; ¾ to ½-inch, 67½ per cent.; ¾-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent. English we quote as follows: ¼, 60 and 10 per cent.; ¾ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Trade is steady. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$5.50; 35 gal., \$6.50; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—A large number of shipments, covering orders booked the early part of the season, have reached their destination. Dealers in the city are also beginning to call for their deliveries, and shipments are being made to dealers who had not booked for import. Prices from stock are now held firmly at \$2.35 for half-polished and \$2.50 to \$3.25 for all bright, according to quality. There is practically no all dull to be had on the local market at the moment.

TIN PLATES—Trade is rather slow. Very few large orders are being received. We quote: Charcoal, M.L.S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

CHAIN—There is virtually nothing doing in coil chain, but in cow ties trade is improving, quite a number of orders both for future and present delivery having been received. Quotations on coil chain are: ¼ in., 4½c.; ¾ in., \$3.70; ½ in., \$3.25. Large quantities can be shaded.

GLASS.

Trade in window glass has improved a little. Since our last review there has been another advance of one point in price on the Belgian market. A good many enquiries are coming in for plate glass, and several orders have been placed. An increased trade is also reported in fancy glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.25 to \$1.30; ditto, second break, \$1.40; 100-foot boxes, first break, \$2.40 to \$2.60.

OLD MATERIAL.

All kinds of metal scrap are inclined to be easier, and the demand is falling off. We quote: Agricultural scrap, 45 to 47½c per cwt.; machinery cast, 47½ to 50c. per cwt; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 40 to 45c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7¼c per lb (bottoms), heavy scrap copper, 7½ to 8c.; new light, 7 to 7½c; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6 to 6½c. scrap lead, 2c.; zinc, 1½ to 1¾c.; scrap

rubber, 3¼ to 3½c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

PAINTS AND OILS.

Since the opening out of the month, business has improved, and a much better feeling prevails. A good many country customers have been in during the week and several of them have been placing nice orders, better, in fact, than last year. White lead is quiet, with prices steady. Turpentine and linseed oil are both in good demand at unchanged prices. Castor oil is cabled half a cent dearer and local quotations have been again advanced. A much better enquiry is reported for varnishes. There is no particular movement in dry colors.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks, \$4; ditto, No. 1, \$3.75; genuine, in kegs, \$4.25; ditto, No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Guelph: Raw, 1 to 4 barrels, 46c.; ditto, 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; ditto, 5 to 9 barrels, 48c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c.

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7¾c. per lb. and 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

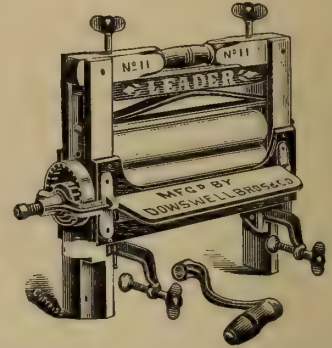
PETROLEUM.

Trade continues to improve and prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

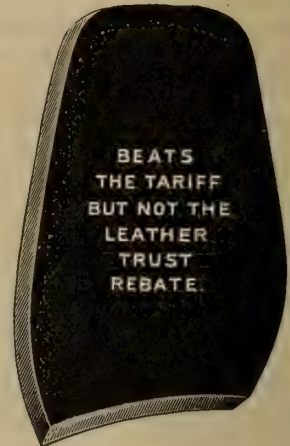
Hardware and Metal, Toronto



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are dull, with cured quoted at 6 to 6½c. Dealers pay 5½c. for No. 1, 4½c. for No. 2, and 3½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 50c. and pelts at 25 to 30c.

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

TALLOW—Is easy at 2¾ to 3½c. for rendered and 1¼c. for rough.

MARKET NOTES.

Castor oil is cabled ½c. per lb. dearer

Stove and furnace manufacturers are now making shipment of orders taken in June.

Canada Paint Co. sold a carload of their graphite paint direct to the N. Y. C. Railway, for the use of this company on its bridges and stations.

Tuesday next being a religious holiday, the warehouse of M. & L. Samuel, Benjamin & Co. will be closed. The warehouse will be open the other regular days of the week.

The B. Greening Wire Co., Ltd., of Hamilton, have a full line of cattle chains in stock. They have added to the sizes of their coil chain and now make No. 2, 1, 1(0, 2(0, 3(0, 4(0, 5(0, 6(0, which are packed in 100-foot, or 1,000-foot boxes.

UNITED STATES MARKETS.

NEW YORK, Sept. 4, 1896.

PIG TIN—The market here was a shade weaker under the influence of lower cables from London and advices of very heavy shipments from the Straits during the last half of last month. Those shipments aggregated 3,100 tons, making a total for the month of no less than 5,005 tons, according to Powell. In this market purchases could have been made easily at 13.35c., probably at 13.30c. f.o.b., in five ton lots, while September and later delivery contracts were offered at 13.15c. on 'Change. The visible supply for Europe and America is now estimated at 33,924 tons, against 26,390 tons a year ago.

COPPER—Ingot is still very unsettled and rather weak in price, with new business moderate and the demand from all quarters slow. Lake Superior was openly offered at 10¾c., electrolytic at 10¾c. and castings at 10¼ to 10¾c. The indications were that firm bids ¼c. under those prices would have been accepted, although London cables came unchanged.

PIG LEAD—Prices were steady at 2.70c. bid and 2.75c. asked, with corresponding quotations from the west. There were no indications of livelier buying by consumers,

however, and the little steadiness that the market has gained recently seems to be due chiefly to speculative movements on a moderate scale. London cable was a shade higher, quoting £10 18s. 9d. for soft Spanish.

SPELTER—Dealings are still on a very moderate scale in this market, and the demand is extremely flat, but sellers make some showing of greater firmness on prices, quoting 3.70c. for standard western makes. London cable quoted £17 3s. 9d. for good merchant brands.

ANTIMONY—Business is of a jobbing nature for the most part, and prices are barely steady. Regulus quoted at 7¾c. for Cookson's, 6¾c. for Hallett's and 6½c. for Japanese, from store.

TIN PLATE—The market remains very quiet, with prices somewhat nominal, but showing no radical change.

IRON AND STEEL—Slow trade was quite generally reported, and prices in all departments stand as quoted for some time past.

In the House of Commons, on Wednesday, the Minister of Agriculture stated that the Government was considering the establishment of a bureau of mining information in Toronto.

EXPORT PRICES OF BARBED WIRE.

As stated in these columns recently, a movement was reported to be on foot to advance the export prices of barbed wire. An advance has since been made of 5c. per 100 pounds, prices now being \$1.95 to \$2.05 against previous figures of \$1.90 to \$2. The lowest figure in each case is the price per 100 pounds in lots of 25,000 pounds, the higher prices being for smaller spools and lots. The previous price of \$1.90 was, it is claimed, an unremunerative one, and the present figures are said to be low.

It was reported recently that the advance was to be brought about by an agreement between the leading manufacturers who engage in the export business. There are three firms which together do about 90 per cent. of the export trade in the staple. It was stated by representatives of two of these concerns that there was no binding agreement to raise the price, but it is said that there is a sort of verbal understanding between them.

There is a good export demand for barbed wire at present.—N.Y. Journal of Commerce.

Best Varnishes

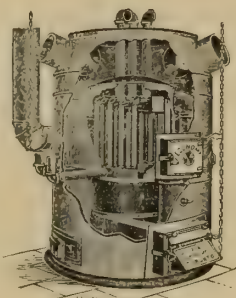
FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL



The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating
Engineers

189-193 Queen St. East TORONTO



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 163 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

PRODUCTION AND PRICES.

THERE has been much of claim that the decline in values of leading products of industry has been entirely or largely due to acts of legislation relating to silver. But it is not difficult, The Cincinnati Price Current says, to find causes for such declines wholly apart from monetary questions.

From 1880 to 1890 the gain in population in the United States was a little short of 25 per cent. The census report shows that the value of products of manufacturing establishments in 1890 was 69.31 per cent. greater than in 1880. The valuation of products of manufacture in 1880 was \$106 per capita of population; in 1890 it was \$144—representing 136 in 1890 as compared with 100 in 1880, in value per capita. But this increase of 36 per cent does not reflect all the gain in products for the markets for the reason that the average of prices in the latter year was much lower than in the earlier year. It is shown by statistics presented in a report by the Senate Finance committee that prices in 1890 compared with 1880 indicated a decline of 24 per cent. on metals and implements, 9 per cent. on fuel and lighting, 21 per cent. on cloths and clothing, 19 per cent. on house-furnishing goods, 18 per cent. on a large group of miscellaneous articles. In view of these and other evidences as to a reduction, it is reasonable to assume that the average of prices for the output of factories was 20 per cent. lower in 1890 than in 1880. On this basis the implied output of factories in quantity of product per capita of population was as 170 in 1890 compared with 100 in 1880—a gain of 70 per cent. in the production, on an equal basis of population.

If we turn to some of the prominent raw materials, with evidences of comparative production exclusive of value, we find a similar indication of very great increase in excess of the gain in population. This feature of the question was illustrated in a statistical presentation by The Price Current some weeks ago. We submit the following comparisons for 1885 and 1895 as illustrating the relative available supplies of the products mentioned on the basis of 100 as representing the production in 1885:

	1885.	1895.
Pig iron	100	233
Copper	100	223
Lead	100	125
Zinc	100	220
Bituminous coal	100	186
Anthracite coal	100	151
Petroleum	100	242
Cotton	100	150
Salt	100	177
Grain	100	120
Potatoes	100	170

These articles represent an important part of the basis of material for the operation of industrial establishments in this country.

The official estimate of population for 1885 is 56,148,000, and for 1895 it is

69,753,000—representing a gain of 24 per cent. The general average of production of articles mentioned was approximately 50 per cent. greater in 1895 than in 1885.

There is no occasion for charging the decline in prices of the products to causes other than those based on gains in or excessive supplies of products.

CREDITS AND COLLECTIONS:

THE following communication from a merchant in Ohio appeared in a recent issue of Iron Age:

A good thing to bear in mind each and every day is that your accounts should be very closely watched when they first appear on your books—yes, before they get there.

The old and trite saying: "Look out for the pennies and the dollars will take care of themselves," is a good one. A new one might be coined for the merchant, to the effect that he should look out for the new accounts in their making, and the bad debts will take care of themselves.

Know that your debtor is in every respect a proper one before he becomes such, and have the courage to say No where credit is undesirable. Too many merchants who are capable of buying and selling are weak in respect to credits, and before they realize it their surplus capital is tied up in undesirable accounts. These accounts are not only annoying, but require so much time and attention in their collection that the all important part of a business, the buying and selling, is neglected, and profits suffer accordingly.

Apropos of the above is the story of the preacher in the country. His congregation became very much attached to him and decided to increase his salary. When he was informed of their intention of increasing his salary from \$100 to \$150 per month he said that he thanked them for their kind thoughts of him, but that he felt he could not accept the increase, as he found it already required too much of his time to collect \$100 per month, and if he were required to collect \$50 additional he feared he would have no time left for his regular church work.

PERSONAL MENTION.

For the first week of the Exhibition there have been a great many country merchants in Toronto this week. Among those who have been in are the following: J. W. Kennedy, buyer for G. G. Gladman, Parry Sound; Mr. Laing, of Laing & Meharry, Port Perry; A. E. Micks, of Micks & Cox, Peterboro; J. A. W. Allan, Newmarket; Henry Gmelin, Ayr; J. Arthurs, Commanda; Thomas Pinch, Paisley; D. Becker, New Hamburg; Jacob Drumm, Neustadt; R. P. Hopper, Claremont; W. Gordon,

Tweed; M. Pearce, Parry Harbor; S. T. Suggitt, Grand Valley.

Mr. B. Reade, "pricer" for H. S. Howland, Sons & Co., Toronto, has returned from his vacation spent in and around Kingsville, to which place he wheeled. He looks well after his trip.

ENTERPRISING HARDWAREMEN OF CLINTON.

Harland Bros., of Clinton, have put plate glass fronts in three of their stores, with an aggregate frontage of 66 feet. Two of these stores the Harland Bros. occupy themselves. The firm carry an extensive stock of hardware, stoves and tinware, and push is their characteristic.

A WINNIPEG HARDWARE STORE.

Mr. J. H. Ashdown, of Winnipeg, is making extensive improvements in his retail establishment on Main street. When completed each department will be a separate store in itself, under one roof, forming one of the finest retail hardware establishments in the Dominion.

"CONSECRATED" LYE.

Editor HARDWARE—Noticing in your issue of August 15 enquiry for "Communion Oil," also your issue of to-day re "Spiritual Tar," a customer came into the store the other day and asked for a can of "Consecrated Lye," falling in line with the deep religious feeling that seems to have taken hold on the hardware trade lately. We of course gave him a can of concentrated lye, which filled the bill.

Yours, etc.,

INNES.


FOR SALE.

FIRST CLASS FURNACE, STOVE AND TINWARE business in the town of Harriston, Ontario. Will sell reasonable. fine chance for a practical man. Address, J. C. Brown, Box 154, Harriston, Ont. 36

PARTNER WANTED.

A PARTNER WANTED IN A GOOD PAYING business in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. Address THE CANADIAN HARDWARE AND METAL MERCHANT for information.

THEILE & QUACK'S
WIRE FENCING PLIERS
Sept. 14, 1895
ARE THE BEST

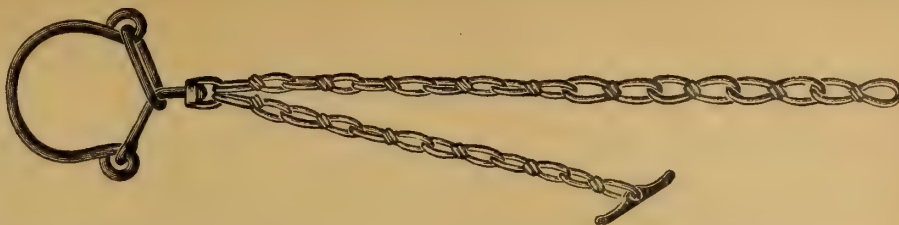


LAMPLOUGH & McNAUGHTON

MONTREAL.

Cow Ties

OPEN RING
CLOSED RING and
WALTON



Our COW TIES are made of Brown's Patent Steel Chain. There is no other on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our TIES of a given number are fully equal in strength to a size larger of any other make on the market. Write for Catalogue.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

MADE HIS OWN FIXTURES.

THERE is a hardware dealer on Olive street, in St. Louis, according to Stoves and Hardware Reporter of that city, who believes that the retail merchant can make all his own display fixtures, etc., as well as he can buy them. His store is certainly an admirably arranged one, and the goods are shown to good advantage, although it cannot be said that all his devices are as attractive in appearance as if they were bought from a house devoted to the production of such necessities. He is enthusiastic regarding the use of sample boards for the display of shelf hardware. The space between the three bottom shelves of his wall shelving is concealed by sample boards. These boards are hinged to the upright partitions and swing outward, revealing the boxes of goods arranged the same as on the upper shelves. The goods shown on these boards have the price mark and shelf box number immediately above them for the convenience of the clerks. This man, like

most enterprising hardware dealers, believes in changing the window displays frequently. "If the same goods remain in the window long, people get so they pass by without paying any attention to them," said he. "They won't do that, however, if they know something new is always apt to be there. If they see a new display to-day their minds will revert to what was shown last week, and it may remind them that they need one of the articles then shown, although they did not want it at the time. I always try to have some novelty in my windows."

ALUMINUM KITCHEN WARE.

Aluminum kitchen and household utensils are making great progress in public favor. Manufacturers of these goods, according to Metal Worker, report a steady increase in the general demand. This is particularly noticeable in connection with the volume of orders from the large department stores throughout the country. Some export business is also developing and seems likely to

grow. Hitherto the comparatively high price of aluminum utensils has been a great bar to their extended use. But many housekeepers are beginning to discover that their advantages are fully equal to the additional cost as compared with tin, iron or enameled ware. When the price of the raw material comes down, as it is likely to do in the near future, when the extensive additions now being made to the Pittsburgh Reduction Company's works at Niagara Falls are completed, there is every reason to look for something of a boom in the aluminum utensil trade. Recent experiments have proved that aluminum is by far the best material for covered dishes designed to retain the heat, and its heat conducting qualities are well known. Water can be boiled quicker in an aluminum kettle or pot than in a vessel of iron, and it is light, wholesome and easy to keep clean. These recommendations are becoming fully appreciated. Indeed, the manufacture of culinary goods seems to be the field of all others in which the new metal has made the greatest and most undeniable progress so far.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

HARD TIMES IN THE GOGEBIC RANGE.

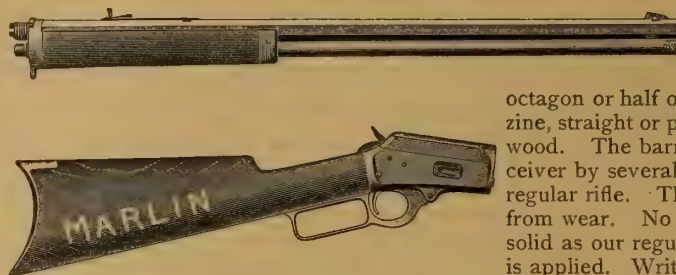
THE situation on the Gogebic range, according to The Iron Age, is very serious, so far as the miners are concerned, and there may be need, the coming winter, of the re-establishment of the soup houses that were so prominent a feature of the winter of 1893-94. Last Friday the Tilden, the last mine to employ a large number of men about Bessemer, with the single exception of the Colby, which has reduced wages, closed down all its workings and discharged so much of its office force as to lead to the conclusion that its close down was for a long period. It leaves the range very short of operating mines. At Ironwood there are only about 125 men at the Norrie, a few more at the Ashland, about 50 at the Newport, and about 300 at the Aurora. The other mines about this once thriving little city are all closed. Eastward there is no mine active till one reaches the Colby. East of it the Anvil, Palms and others are closed. Still east, the Brotherton is practically shut down, and the Sunday Lake is working a very small force. There are 1500 idle men in the county. West in Wisconsin the mines at Hurley are in slightly better shape thus far. Gogebic County, in which are all the Michigan-Gogebic mines, is in a deplorable condition so far as funds for the relief of its poor are concerned. By reason of the refusal of the taxpayers' association to pay their taxes to county and state, the contingent fund of the county is exhausted, and was so ten days after the payment of taxes in June. The county's poor relief appropriation of \$10,000 is already exhausted, and there are thousands of dollars out in overdrawn warrants. Even in the panic year the county funds lasted till well into September, while now they were gone in early July. The delinquent tax list of the county is larger than in any year since it was organized. Most of the miners are yet in debt for supplies received from the local stores during the winter of 1893-94, and the latter are not able, even if willing, to trust them for another winter. It is stated that not a single business man of the county has made more than bare expenses and interest in the past three years, and the statement is probably correct. It is no wonder, then, that they are not likely to go to great lengths to help the miners who now owe for supplies furnished three years ago.

Most of the miners in Gogebic County—and this statement applies to those of other Michigan ranges and to the Vermillion as well—learned in the panic to raise their own gardens, and some of them have enough from these gardens and the Pingree potato patches they have cultivated on land owned by the mining companies to keep them alive

till another spring rolls around. In most cases, however, the army worms, that have been thick this summer in the upper peninsula, have taken the gardens. The close down of the mines now, while they still have large stock piles on hand, means little or no work for most of the winter.

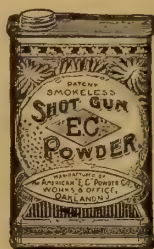
At none of the other ranges is the situation quite so serious as on the Gogebic, and most of the miners will pull through, but with difficulty. On the Vermillion there has been little reduction as yet, except in the train crews, and its stock piles will be so

well cleared by the close of navigation that with a fair outlook there will be activity there all winter. The same is true, to a less extent, on the Mesaba underground mines and Marquette. It is interesting to note that on last Saturday, just before the orders to curtail were acted on by the mine managers at Negaunee and Ishpeming, there was more ore shipped than had gone out of Negaunee for any day in the history of the Northwestern road. Six switch engines were kept busy all day, and every train that pulled out of the city was well loaded.

WALTER GROSE**MONTREAL***Representing Manufacturers of***Brass and Brass Goods****Tubular Lanterns, Lamps and Lamp Goods****Locks, Knobs and Builders' Hardware****Files and Rasps. Lamp Wick (All Kinds)****Rope, Web and Leather Halters****Sleigh Bells and Gongs (Great Variety)****Marlin Repeater Take-Down**

Can be furnished with any length of barrel up to 32 inches. Round,

octagon or half octagon, full or half magazine, straight or pistol grip, plain or selected wood. The barrel is screwed into the receiver by several complete turns, as in our regular rifle. There can be no looseness from wear. No danger, for the rifle is as solid as our regular rifle, even before cam is applied. Write for catalogues to

THE MARLIN FIRE ARMS CO. - - NEW HAVEN, CONN., U.S.A.**E. C. Smokeless Powder . .**

Adopted by nearly all Canadian and American Gun Clubs.

Very Low Prices

In stock—One Pound Tins. Ten Pound Drums.
Fifty Pound Kegs.

HOBBS HARDWARE CO.**Agents . . .****LONDON**

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,

TORONTO
will bring you
tenders from the
best contractors

HARDENING OF SAWS.

SAWS are generally hardened, explains American Manufacturer, in mixtures of oil, tallow, wax and other substances. It should be noted, though, that the hardening mixture loses its properties after a certain time of continual use. The saws are heated in long furnaces and then dipped in horizontal position with the tooth edge into long troughs filled with the hardening substance. As soon as the saw is cooled sufficiently, it is taken out and wiped lightly with a piece of leather so as to remain still greasy; then it is placed over a bright coke fire until the grease coating inflames and has burned off with a bright flame. This burning off produces the necessary elasticity. A good hardening mixture is obtained by melting five quarts of train oil, two pounds of tallow and a quarter of a pound of beeswax thoroughly together. This mixture is excellently adapted to hardening all kinds of steel. By adding one pound of resin heavier articles can be hardened, but care should be taken that the proportion of resin should not be exceeded, as otherwise the objects may become too brittle and crack. If the saws are too especially hard, only a part of the grease coat is allowed to burn off, if softer, more; in the case of springs, burning is allowed to continue until the flame goes out; if the objects are of irregular thickness, the burning process is repeated, altogether or partly, until there is a reasonable assurance that the object is of equal hardness at all places.

RIVER MINING IN B. C.

WITH the various dredging machinery now either in operation or being built or set up for work on the Fraser and Quesnelle, says B. C. Mining Journal, the various black sand machines now being operated, one near Spence's Bridge and one at Westminster, it would seem as though river mining was receiving its full share of attention. The only cheering news so far for dredgers is the report from Quesnelle of the Pittsburg company's dredger, which, it is said, but not yet authoritatively, to be doing well. We are informed by Mr. Morgan, the president of the company, which is composed of wealthy Pittsburg and Pennsylvania men, that as soon as the one now in operation is thoroughly tested and found, as now seems probable, a success, the company will begin at once building another for use in the same section. If one patent is a success it goes without saying that there will be dozens of dredgers built and millions of dollars spent in operating on the various rivers of the Fraser, Quesnelle, Blackwater, Chilcote and Nechaco, besides the various rivers of the Peace River country are known to be very rich in gold, and if dredging is successfully carried on many millions each year will be taken from the river beds of British Columbia and added to the world's wealth. Black sand machines, like dredgers, need to be better known before the statements of the patentees can be accepted. If practical application shows them to be a success, the black sand gold mining will be an important feature from now on in British Columbia.

QUALITY, FINISH AND NEATNESS

are three points of

H. BOKER & CO'S.

TREE BRAND



Razors,
Scissors and
Pen-Knives.

RICE LEWIS & SON, LIMITED
TORONTO.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Bar Iron and Steel.

Axe and Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices

Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE week in Toronto has been characterized by no striking features. Business among the master plumbers has been much as before, some being actively employed while others would like to do a great deal more than they are doing. Wholesale dealers in plumbers' supplies as a rule report trade a little quieter than it was.

The Master Plumbers' Association of Toronto has vacated the hall in the Y.M.C.A. building in which its meetings have been held for some time. The next meeting will be held in the Pythian hall at Victoria and Queen streets.

Worthington, Garratt & Armstrong have the contract for overhauling the conservatories of Mrs. H. A. Massey, Jarvis street, Toronto. All the cast-iron piping is being taken out and replaced with wrought iron pipe, and two new boilers are being put in.

REGULATING PLUMBING IN LONDON, ONT.

"Ninety-nine per cent. of the plumbing in the stores on the principal business blocks of London is defective," William Smith, the well-known plumbing expert, said to The News yesterday. "That is the result of allowing a lot of men to take plumbing contracts who are not practical plumbers."

For several years Mr. Smith and other leading plumbers have been untiring in their efforts to have a bylaw regulating all plumbing in this city added to the list of civic statutes, and as a result of their energy, a petition praying for such an enactment is pigeon-holed somewhere about the City Hall. When it was presented to the Board of Health, one of the members asked a couple of questions, and then the petition was filed. Since then the question has lain in abeyance.

But the Provincial Board of Health has taken the matter up, and one of the conditions on which it gave approval to the proposed sewerage by-law was that a civic ordinance dealing with the plumbing in private dwellings, stores and public buildings be enacted.

This means that the City Council or Board of Health will have to pass a plumbing by-law this fall along the lines of those in operation in Windsor, Berlin, Brantford, Toronto and other Canadian centres of population, as well as in all the principal cities and towns of the States, and its passage will be favorably regarded by the master plumbers of London—at least by that section of them who are competent workmen.

"The longer I am in the business," Mr.

Smith said during the conversation, "the more convinced am I that plumbing should only be done by practical men—men who could pass a thorough examination, and who should not be allowed to touch a job until they obtained a certificate of their fitness. This is necessary to avoid sending disease and death into every household."

"I know such regulations would force some of the twenty-five or thirty contracting plumbers in this city out of business, and people might have to pay more for their plumbing. But citizens would have the satisfaction of knowing that their plumbing is all right, and in the end they would save money. Any man who has not a knowledge of what constitutes thorough sanitary work is not a fit person to put a house in a sanitary condition or to put in new work."

An up-to-date plumbing bylaw would provide for an examination of all master plumbers before a board of experts, that is, men who have already passed such an examination. No plumbing of any description whatever could be undertaken except by such qualified men or their journeymen. Then an inspector would have to be appointed, whose duties it would be to examine the plans of all proposed work, as well as the work after it was completed. No plumber would be allowed to accept payment for a job or contract until such time as he had obtained the certificate of the inspector, who would be under the control of the Board of Health.

At the present time Dr. Hutchinson is the plumbing inspector, but his duties, as well as his knowledge of practical plumbing, is only nominal. A medical man could not reasonably be expected to be an expert on plumbing. If the bylaw passes, an outsider with the highest practical knowledge should be secured.

"If the city had a competent plumbing inspector I would have saved \$500 on the plumbing in my store within the last ten years," one Dundas street merchant said to The News while discussing the question this morning. "I have had work done there over and over again which I was assured was all right, but I had hardly more than paid for it in some instances before I found it to be defective. I am heartily in favor of the proposed bylaw."

"I have built several houses," another citizen said, "but I have learned by experience that it don't pay to call for tenders for plumbing. I go to one or two men who I know are competent men, and will tell them to do the work. I find it pays."

The bylaw will be drafted as soon as the vote on the sewerage question is taken, un-

less that vote is unfavorable.—News, London, Ont.

ARRANGING SHOW WINDOWS.

In attending a recent celebration at Bennington, Vt., a visitor was attracted by the show in a plumber's window, and gives the following account of it:

The fine taste displayed in shop window arrangements is one of the first things that evoke pleased comment from strangers visiting the city. Bennington, by the bye, is a very pretty and prosperous place, with a monument quite the equal of Bunker Hill's column, that inspires the country round about with glorious memories of a Revolutionary triumph over the redcoats. In one of the stores—a humble plumber's sanctuary—over and around a porcelain bathtub and other adjuncts, with the very latest style of exposed sanitary plumbing, was daintily drooped and cunningly draped a huge American flag. Primarily the effect of such a shop window combination was colossally comic. What connection can there be between Old Glory and a bathtub? Fancy asks. Yet, seriously taken, does it not go to show that our American civilization as a gospel of cleanliness and sanitation is marching on and making converts?

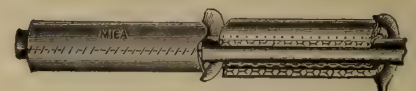
We remember the time when, in country districts, the plumber had no "lead pipe cinch," and, indeed, small show for a living. Many and many a farmhouse and village home in New England had a piano and a Boston daily paper, but no bathroom or even regular bathtub. Now a growing minority get New York papers, and the bathroom is becoming a popular institution. It is not a bad omen, that odd combination of the flag and the lavatory "fixin's" in the Bennington shop window. The Romans, as they approached the acme of their power, were a nation of bathers. The Japanese, most progressive and best governed people of the East, are devotees of personal cleanliness.

PLUMBING NOTES.

G. E. Brady, builder, etc., London, has assigned.

Additions to the Bay street fire hall, Toronto, are to be made. According to the

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory **9 Jordan St., TORONTO, CANADA**

PLUMBERS' SUPPLIES

"Ontario" Vitrous Syphon Closet

(REGISTERED)

The *latest* and *best*. Combines the highest efficiency at the lowest price. The trade are invited to call at our Plumbers' Supply Department and examine the working of it

Ontario Lead & Barb Wire Co., Ltd.

Factory—55, 57 and 59 Richmond St. East.
Plumbers' Supply Department—54 and 56 Lombard St. (near Church).

TORONTO

new plans, the old hall and the property to the south, which has been recently acquired, will be made into one large two-storey hall, with five entrances on Bay street. On the ground floor there will be accommodation for two steam engines, a chemical engine, a water tower, a truck and two reels and for the horses. Upstairs there will be dormitories for the men, store rooms and offices for the chief and secretary. No provision is made for heating. The estimated cost of the building is \$3,500.

It is not much work that the architects are getting these days.

James Mattinson, plumber, Montreal, has opened a branch at St. Lambert's.

Irvine, MacPherson & McMullen, plumbers and steam-fitters, Winnipeg, have dissolved.

Mr. John Ritchie, of the John Ritchie Plumbing and Heating Co., is still confined to his bed.

A PARTNER WANTED.

In another column will be found the advertisement of a hardwareman who is seeking a partner. The partner wanted is one that has from \$5,000 to \$7,000 and can keep books. The business is a well-established one, and the object in seeking a partner is to secure more capital. The advertiser is rated at from \$10,000 to \$20,000. There is no rent to pay and an equal share in the profits is offered.

PIG IRON PRODUCTION DECREASING

THE Iron Age in its monthly summary of the pig iron production says: "Under the pressure of extraordinary adverse circumstances the production of pig iron declined in July by over 20,000 tons per week, and has now dropped back to the rate of output of the spring of last year, with a further falling off progressing since the opening of the month.

"The weekly capacity of all the furnaces on August 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
August 1, 1896	176	159,768
July 1	191	190,532
June 1	194	182,220
May 1	196	189,398
April 1	200	187,451
March 1	207	189,583
February 1	215	193,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,534
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666

October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166

"In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w'k.	Fur'ces in blast.	Capacity per w'k.
August 1, 1896	153	153,544	23	6,264
July 1	168	174,041	23	6,491
June 1	175	176,749	19	5,471
May 1	180	184,634	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,179
February 1	194	192,375	21	5,085
January 1	218	202,267	23	5,224
December 1, 1895	219	211,565	23	5,232
November 1	215	212,127	24	5,179
October 1	209	196,816	23	4,598
September 1	194	189,653	21	4,376

"The position of stocks, sold and unsold, as reported to us August 1, was as follows, the same furnaces being represented as in former months:

	May 1.	June 1.	July 1.	Aug. 1.
Stocks.				
Anthracite	639,050	655,663	684,497	702,383
Coke and Charcoal	130,482	130,280	131,875	140,081
Totals	769,532	785,943	816,372	842,464

The interest of insured in a policy on his life is contingent, and therefore not attachable for debt.

We are **HEADQUARTERS** in Canada for

Coopers' Tools

Orders for immediate use are sure to receive our best attention.

Write us for Prices

Hamilton Hardware Co., Ltd., Hamilton, Ont.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JAMES CAIN, general merchant, Huntsville, has called a meeting of his creditors.

M. O. Scott, merchant, Ottawa, has assigned to S. Fee.

W. H. Luke, blacksmith, etc., Bothwell, has assigned to C. B. Armstrong, London.

Roy & Robinson, general merchants, St. Cyrille de Wendover, Que., have assigned to Kent & Turcotte.

A meeting of the creditors of N. Laporte & Fils, manufacturers of ranges and hardware, Montreal, has been called for the 8th inst.

G. E. Reynolds, general storekeeper, of Beeton, who met his creditors in Toronto a week ago, has been unable to make a satisfactory settlement, and has made an assignment for the benefit of his creditors to Richard Tew. The estate is said to have assets in the neighborhood of \$20,000. The liabilities are placed at \$10,000.

CHANGES.

J. Doyon is starting a tinsmith business at Thetford Mines, Que.

H. McDougall is opening a hardware store at Yorkton, N.W.T.

L. J. Parent has opened a general store at St. Alexandre, Que., he having succeeded F. Pelchat.

The St. Jerome Power and Electric Light Co., of St. Jerome, Que., is applying for incorporation.

G. S. Walsh has been succeeded by Hiram A Best as proprietor of the Gilmour Paint Works, Bedford, Que.

The business of F. J. Mitchell & Co., harness, Watford, has been sold to C. F. Abbott. M. J. Mitchell of the firm is dead.

PARTNERSHIPS FORMED AND DISSOLVED.

Hastings & Bruce, hardware, etc., Watford, have dissolved. W. J. Hastings continues.

Asselin & Bilodeau, general merchants, Beauce Junction, Que., have dissolved. Business will be continued by Mr. Bilodeau in his own name.

SALES MADE AND PENDING.

The assets of S. E. Crevier, tinsmith, Montreal, have been sold.

The stock of W. & F. Workman, hardware, Stratford, has been sold.

Charles Kitchen, hardware, etc., Bolton, Ont., is advertising business for sale.

The business of J. D. Hutton & Co., hardware, Ottawa, is advertised for sale by tender.

The general stock of E. Dubord, Champlain, Que., has been sold at 55c. on the dollar.

The general stock of Therien & Frere, St. Remi, Que., has been sold at 50c. on the dollar.

The stock, etc., of Harriet Brown, tinware and fancy goods, Toronto, is advertised to be sold by auction Sept. 9.

FIRES.

H. Chesterfield, general merchant, Donald, has been burned out.

A. & W. Frank, sawmill, Wellandport, Ont., has been burned out.

The stock of the Sclater Asbestos Co., Montreal, has been damaged by fire.

The premises of H. Pullan & Co., scrap iron, etc., Toronto, have been damaged by fire.

DEATHS.

Simon Labrosse, general merchant, St. Eugene, Que., is dead.

W. Curry, of W. Curry & Son, furniture manufacturers, Yarmouth, N.S., is dead.

THE IRON ORE BUSINESS.

CONGESTED docks will soon cause a cessation of ore shipments, says The Cleveland Leader. Unsold ore is being brought down and piled up for two reasons. Shippers are endeavoring to supply their contract tonnage and they anticipate a demand for the ore when the fear of a de-based currency is dissipated. The docks are badly crowded now, and the movement to the furnaces is so slight that it is hardly perceptible. Mr. E. C. Page said recently, that the conditions would not warrant any shipment. "However," said Mr. Page, "we would like to keep the vessels we have under contract going, but we will not be able to do so much longer. The fact that we have contract tonnage is all that prevents a shut-down. There are only three furnaces in operation between Cleveland and Pittsburgh, and the consumption of ore is very light. I am not able to see any indications for a revival of business until after the first week in November, and as the condition of the docks will not permit of the receipt of much more ore vessels will necessarily go into ordinary."

Mining companies that have sold to iron manufacturers are finding some difficulty in persuading them to continue receiving ore, A firm which controls a fleet of seventeen boats, and which probably has \$14,000,000 invested in lake tonnage and mining properties, has offered to loan the furnacemen money or to sell them ore to be paid for when the iron is sold. The general manager of the company said that he was anxious to have his fleet remain in service, and would, if necessary, supply the ore consumers with funds with which they could turn out iron to be piled up until the business depression

passed. The reasons are merely business. The company doesn't want \$14,000,000 invested capital lying idle.

The Grand Trunk discontinues its daily and weekly specials to Muskoka at the end of this week, as tourists are all heading homeward.

CO-OPERATIVE FREIGHTS

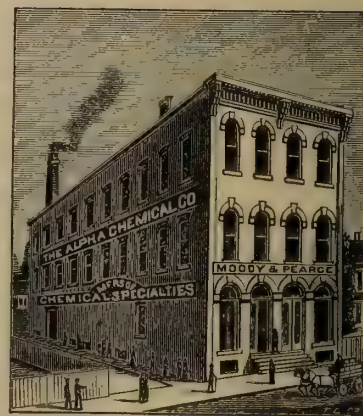
For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.



ALPHA CHEMICAL CO.

BERLIN, Ont.

**STOVE POLISHES—all kinds,
HARNESS OILS and SOAPS,
CEMENTS, LIQUID GLUE,
PINE TAR, NEATSFOOT OIL, ETC.**

Write for Price List.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

WILLIAM HILL

327 St. James Street,

MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of Brandram Bros. & Co.'s

Genuine B.B. White Lead

IN ALL SIZE PACKAGES.

"SAMSON" BRAND**PORTLAND CEMENT**

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents**HARDWARE AND METAL, Toronto****.. ISLAND CITY ..**

**Paint and
Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

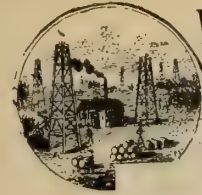
WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

**THE RED MOUNTAIN RAILWAY.**

There are 250 men working on the Red Mountain Railway, which is to connect Rossland with the flourishing city of Spokane, by connecting with the Spokane Falls and Northern at Northport. D. C. Corbin obtained a charter for the construction of this road from the Provincial Government some three years ago, and less than two years since he obtained a renewal of the charter, which would have lapsed in April last. There was considerable opposition to the renewal because Mr. Corbin had up to that time done nothing to show his bona fide intention of going on with the work. The marvelous progress made in Trail Creek since that time and the discoveries of rich and immense ore bodies in nearly every mine that has been developed to any extent have made the construction of the road a pressing and immediate want, and the ever increasing output of ore, which is far beyond the capacity of the Columbia and Western Railway to carry, will be sufficient to guarantee the Red Mountain Railway a profitable traffic as soon as the company can get the road in operation.

Tracklaying is expected to commence on the 10th of September, the contractors, Messrs. Stewart & Welsh, pushing the work to their utmost. The grade from Northport to Rossland will average about three feet in a hundred, Northport being about 1,300 feet above sea level, and the altitude of Rossland at the Nickel Plate mine being 3,400 feet. The actual distance of the road will be twenty-two miles, there being many curves, and one loop, where the sharpest curve exists. The road will wind around a knob called Rock Point, just opposite the O.K. mine and about two miles from Rossland, where it turns east and comes toward Rossland, paralleling the rails going west within 100 feet. Crossing Sheep Creek on a trestle the road again turns west, passing in front of the O.K., having descended about 300 feet by means of the loop. The grade is fairly easy below Barney's ranch until the canyon is reached, about ten miles down, where the surveyors had to use ropes in the survey work. This is probably the worst bit of road on the whole line. Big Sheep Creek is crossed on the level by a trestle bridge, and the road crosses the Northport wagon road no less than eight times. Sidings will be put in where needed, and probably a station at Barney's or the Dewdney trail.—The Rosslander.

In 1894 the United States produced about 50,000,000 ounces of silver, out of the 167,000,000 ounces produced by the whole world, and 2,000,000 ounces of gold, out of 8,700,000 ounces produced by the world. The exports of silver from the U.S. to Great Britain the same year are put down at \$35,000,000, but the number of ounces is not given in the treasury returns.

**VanTuyl & Fairbank****Petrolia, Ont.**

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.****WEST TROY, N.Y.**

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris****BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

**"JARDINE"**

**Hub Boring
Machine**

Bechtel's
Patent.

Shapes and sizes the hole in hub
automatically. Works like a charm.
Simpler to work and easier to drive
than any other.

A. B. Jardine & Co.,**HESPELER, ONT.**

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Sept. 4, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X. 6 25
I.X.X. 7 50
J.R. & Co. 5 00
I.C. 6 25
I.X. 7 50
I.X.X. 3 75 4 00
I.C., usual sizes 4 75 5 00
I.X. 5 75 6 00
I.X.X. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 10

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 0 06 0 06½
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½
28 " 0 07¼ 0 07½
Allendale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs Base Price, 1 70
Refined " 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 30 2 30
Hoop " 2 30 2 30
Swedish " 4 00 4 25
Sleigh Shoe Steel " 3 00 3 25
Tire Steel 2 75 3 00
Machinery 0 10 0 14
Cast Steel, per lb 0 10½ 0 11
Russian Sheet, per lb 2 00 2 25
Tank Plates, 1-5 and thicker. 4 50 5 00
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07½
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35

¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30 2 50
26 " 2 40 2 60
28 " 2 50 2 60

Canada Plates.

All dull, 52 sheets 2 30
Half polished 2 25
All bright 3 00

Iron Pipe.

Wrought, 1 in., 60 and 2½ p.c.: ¾ to ½, 37½ and 2½ p.c.: ¾, 70 and 7½ p.c.: 1, 70 and 10 p.c.: 1¼ to 1½, 70, 10 and 5 p.c., 2 in., 70, 10 and 10 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in case lots: Per 100 lbs.

16 gauge 4½
18 to 20 gauge 3¾
22 to 24 " 3¾
26 " 4¼
28 " 4¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ¾ " " 2 85
" 3 " " 2 75

Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot. 0 13
Lake Superior 0 11½ 0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. 0 20 0 22
round and square
1 to 2 inches 0 18 0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 26 0 27
Brazilers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17
" 35 to 45 " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge 0 20 0 22
" 27 to 30 " 0 21 0 23
" 30 and up 0 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 04¾
Part casks 0 05

Lead.

Imported Pig, per lb 0 03¾ 0 03½
Domestic, per lb 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¼
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Soldier.

Per lb. Pe
Bar half-and-half 0 12½ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09
Other makes, per lb 0 08

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil. \$4 75 5 00
25 lb. irons 4 50
No. 1 do 4 25
No. 2 do 4 25
No. 3 do 6 00
Brandram Bros. Genuine 5 75
" Decorative 5 10
No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James genuine 5 75
No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 25
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 08
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
" Umber, 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure per lb. 0 12
Golden Ochre 0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0
Extra " 0 9
Brown Japan " 0 65
Brown Japan, Turpentine, p.g 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, 1 00
Pure Orange Shellac 1 95
Hard Oil Finish 1 30
Oil Shellac 1 40
White Shellac 2 25

Linseed Oil.

Raw, per gal 0 47 0 48
Boiled, per gal 0 50 0 51
Freight allowed. Price 2c. less Toronto

Turpentine.

5 to 9 barrels 0 39
1 to 4 " 0 40
Freight allowed. Price 2c. less Toronto

Castor Oil.

In cases, per lb 0 73¼
Small lots 0 00 0 8½

Cod Oil.

Cod Oil, per gal 0 50 0 1

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
A.L. net list 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dia. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes—	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 0
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.		
Gongs Sargent's	5 50	8
" Peterboro', discount 50 per cent.		
Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.		
American, each	00	5 00

House.		
American, per lb.	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.		
Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.		
Gilmour's, 47½ to 50 per cent.		

Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb.	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis. 60 per cent		
Elevator, dis., ¾ to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each	5 00	7 50

Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs	0 85	3 20
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per doz	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged Firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		

Clamps.		
Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
nadian dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.		
Hand and Breast.		

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
standard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz	0 30	0
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.		
Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.		
Double Diamond, Per 100 ft.		
1st break	3 35	5 20
2nd "	3 35	5 20
3rd "	3 35	5 20
4th "	3 35	5 20
5th "	3 35	5 20
6th "	3 35	5 20
7th "	3 35	5 20

Window.		
Box Price.		
Star.		
Per 100 ft.	1 25	1 40
Per 50 ft.	1 25	1 40
Size Inches.		
14 to 25	2 40	2 50
26 to 30	2 40	2 50
31 to 35	2 40	2 50
36 to 40	2 40	2 50
41 to 45	2 40	2 50
46 to 50	2 40	2 50
51 to 55	2 40	2 50
56 to 60	2 40	2 50
61 to 65	2 40	2 50
66 to 70	2 40	2 50
71 to 75	2 40	2 50
76 to 80	2 40	2 50
81 to 85	2 40	2 50
86 to 90	2 40	2 50
91 to 95	2 40	2 50
96 to 100	2 40	2 50
101 to 105	2 40	2 50
106 to 110	2 40	2 50
111 to 115	2 40	2 50
116 to 125	2 40	2 50

Pilkington.		
1st break	2 70	
2nd "	2 90	
3rd "	3 10	
4th "	3 40	
5th "	3 65	
6th "	4 15	
7th "	6 8	

Picture Glass.		
Pilkington's Ordinary.		
1st break	4 40	
2nd "	4 70	
3rd "	5 40	
4th "	5 90	
5th "	6 50	
6th "	6 90	
7th "	7 70	

GLUE POTS.		
nated, each	0 20	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.		
P. S. & W., per doz	3 30	4 25

HAMMERS.		
Nail.		
Maydole's, dis. 5 to 10 per cent.		
Can., dis. 25 to 27½ per cent.		

Tack.		
Magnetic, per doz.	1 10	1 20

Sledge.		
Canadian, per lb	1 12½	0 15

Ball Pean.		
English and Can., per lb.	0 25	0

HANDLES.		
Axe, per doz., 5 p.c. rev. list.		
Store door, per doz	1 00	1
Chest, per doz. pairs	2 40	2 50

KNIVES.		PLANE IRONS.		SCRAPERS.		Swedes, upholsterers', American (1 to 6 oz.)	
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		English, per doz.	2 00 5	Box, per doz.	2 10 4 50	Swedes, upholsterers', American (8 to 24 oz.)	60
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.		PLIERS AND NIPPERS.		Foot, "	0 40 3 50	Swedes, carpet, gim, lace brush, blued and tinned.	66 3/4
Lightning, per doz.	6 50 8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.		SCREENS.		Zinc tacks,	35
Heath's, 5 1/2 p.c.		Button's Imitation, per doz.	5 00 9 00	Window, patent, per doz.	3 50 4 50	Copper tacks and nails	60
LADLES.		German, per doz.	0 60 2 60	Door, per doz.	8 75 9 00	Leather carpet tacks	30
Melting, per doz.	1 70 4 50	PLUMBS AND LEVELS.		SCREW DRIVERS.		Trunk nails, black and tinned	65
LEMON SQUEEZERS.		R. & L. Co., dis. 70 and 10 p.c.		Sargent's, per doz.	0 65 4 00	Clout nails	66 3/4
Porcelain lined, per doz.	2 20 5 60	POPPERS.		SCREWS.		Cigar box nails	45
Galvanized, "	1 87 3 85	Corn, square, per doz.	1 35 2 00	Wood, F. H., iron, and steel, dis. 80 & 10 p.c.		Lining nails in papers.	10
King, wood, "	2 75 2 90	PRUNING SHEARS.		" R. H., " dis. 75 and 10 p.c.		" " in bulk, "	15
" glass, "	4 00 4 50	Per doz.	4 00 5 50	" F. H., brass, dis. 77 1/2 and 10 p.c.		" " solid heads, in bulk.	42 1/2
All glass, "	1 20 1 30	PULLEYS.		" R. H., " dis. 72 1/2 and 10 p.c.		Saddle nails in papers.	10
LINES.		Hothouse, per doz.	0 55 1 00	Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.		Tinned capped trunk nails	15
Fish, per gross.	1 05 2 50	Axle	0 22 0 33	Bench, wood, per doz.	3 25 4 00	Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.	
Chalk, "	1 90 7 40	Screw	0 27 1 00	iron, "	4 25 5 75	TAPE LINES.	
LOCKS.		Awning	0 35 2 50	CYTHES.		English, ass skin, per doz.	2 75 5 00
Canadian, dis. 50 p.c.		PUMPS.		Discount, p.c. revised list.		English, Patent Leather	5 50 9 75
Russell & Erwin, per doz.	2 90 7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		SCYTHE SNATHS.		Chesterman's, each	0 80 2 85
Cabinet, "		Pitcher spout, 70 to 70 and 5 p.c.		Canadian, dis. 40 to 45 p.c.		steel, each	0 80 8 00
Eagle, dis. 40 to 42 1/2 p.c.		Canadian cistern, 60 to 62 1/2 p.c. from factory.		SHEARS.		THERMOMETERS.	
Padlock, "		Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		B. & W., jappanned, dis. 75 p.c.		Tin case and dairy, dis. 75 to 75 and 10 p.c.	
English and Am., per doz.	0 50 6 00	PUNCHES.		B. & W., N.P., dis. 65 p.c.		THIMBLES.	
Scandinavian, "	1 00 2 40	Saddlers', per doz.	1 00 1 85	Seymour's, dis. 60 p.c.		Asbestos, filled, per doz., 35 to 40 p.c.	
Eagle, dis. 15 to 17 1/2 p.c.		Conductors, "	9 00 15 00	Etna, dis. 75 to 75 and 10 p.c.		TIES.	
MALLETS.		Tinners' solid, per set.	0 00 0 72	Heinisch, dis. 60 p.c.		Cow, per doz.	1 25 2 5
Tinsmiths', per doz.	1 25 1 50	" hollow, per inch.	0 00 1 00	Bristol, jappanned, 80 p.c.		TINNERS' TOOLS.	
Carpenters', hickory, per doz.	1 25 3 75	PURTY.		" N.P., dis. 70 p.c.		P. S. & W., net list.	
Lignum Vitae, per doz.	3 85 5 00	Bladder, per lb.	0 01 7/8	Clauss, full nickel, 60 p.c.		Canadian, 35 to 37 1/2 per cent.	
Caulking, each	1 60 2 00	Tins, lbs.	2 50 2 75	" jappanned handles, 67 1/2 p.c. off.		TINWARE.	
MATTOCKS.		RAIL.		Seymour or Heinisch tailor shears, 15 p.c.		Stamped, dis., Assn. list, 80 per cent	
Canadian, per doz.	8 50 10 00	Barn door, per foot.	0 03 0 03 3/4	SHEAVES.		Jappanned, prices on application.	
MEAT CUTTERS.		Sliding door, "	0 03 1/4 0 03 1/2	Sliding door, per set.	0 77 1 40	Pieced, prices on application.	
Enterprise, American, dis. 25 p.c.		Lanes, "	0 03 1/2 0 03 3/4	SHOVELS AND SPADES.		TRANSOM LIFTERS.	
MINCING KNIVES.		RAKES.		Canadian, dis. 42 1/2 p.c. special brands net price.		Payson's, per doz.	2 60
American, per doz.	0 42 2 35	Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.		SIEVES.		TRAPS. (Steel.)	
MOLASSES GATES.		Wood, 25 per cent.		Wood rim, black, per doz.	1 05 1 10	Game, Newhouse, dis. 33 1/2 to 35 p.c.	
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		RAZORS.		" tinned, "	1 25 1 35	Game, H. & N., P. S. & W., 62 to 60.10.	
NAILS.		Geo. Butler & Co.'s, per doz.	8 00 18 00	Tin rim, per doz.	2 30 2 45	Game, steel, 70 to 70 and 5 p.c.	
Cut Nails (Iron)—		Boker's, "	7 50 11 00	" black, "	1 8 2 25	Mouse, per doz.	0 35 1 50
1. Either Canada or American pattern—		Wade & Butcher's, "	3 60 10 00	SNAPS.		Rat, per doz.	1 40 6 00
Basis—50 to 60 dy.	2 75	Arbenz's, "	9 00 18 00	Harness, German, dis. 35 to 37 1/2 p.c.		TROWELS.	
40 dy.	2 80	Theile & Quack's "	7 00 12 00	Acme, "	3 00 5 00	Diston's, discount 10 per cent.	
30 dy.	2 85	RAZOR STROPS.		Lock, Andrews	4 50 11 50	German, per doz.	4 75 9 00
20 dy.	2 90	Currier's, per doz.	1 25 3 60	SOLDERING IRONS.		Brade's	5 00 10 50
10 dy.	2 95	RIVETS AND BURRS.		Per lb.	0 00 0 24	D. & S., discount 35 per cent.	
8 and 9 dy.	3 00	4 mos. or 3 per cent. cash 30 days		WROUGHT SPIKES.		TRIERS.	
6 and 7 dy.	3 15	Copper rivets, dis. 50 and 10 per cent.		Discount, 20 per cent.		Butter, per doz.	6 25 9 00
2. American pattern only—		Iron " dis. 50 and 5 per cent.		SPOKE SHAVES.		TWINES.	
From 4 to 5 dy.	3 35	Tinned and black rivets, 60 and 5 per cent.		Wood, English	1 8 5 00	Bag, Russian, per lb.	0 21
3 dy (lath)	3 75	Burrs, iron or steel, 50 and 5 per cent.		Iron, American	1 35 2 35	Wrapping, mottled, per pack.	0 50 0 60
3. Canada pattern only—		Terms, 4 mos. or 3 per cent. cash 30 days.		SPOONS AND FORKS.		Wrapping, cotton, per lb.	0 17 0 18
From 4 to 5 dy.	3 25	RIVET SETS.		Tea spoons, per gross	7 50 12 00	Mattress, per lb.	0 33 0 45
3 dy (lath)	3 65	Canadian, dis. 30, 35 per cent.		Dessert, "	21 00 00 00	Staging, "	0 27 0 35
3 dy, A.P. fine.	4 35	ROPE.		Table, "	30 00 30 00	Broom, "	0 30 0 55
Car lots 10c. less.		Sisal	6 3/4 7 1/2	Dessert Forks, "	24 00 00 00	VICES.	
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.		Manilla	00 9 1/2	Medium "	27 00 00 00	Hand, per doz.	4 00 6 00
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more		7-16 in. and larger, per lb.	6 3/4 00 9	Table "	36 00 00 00	Bench, parallel, each	2 00 4 50
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		3/4, 5-16, 3/8 in.	7 1/4 00 9 1/2	SQUARES.		Coach, each	6 00 7 00
NAIL PULLERS.		Cotton	15 17	Iron, per doz.	1 65 2 90	Peter Wright's, per b.	0 12 0 13
German and American	1 85 3 50	Russia Deep Sea	00 13	Steel, dis. 65 to 65 and 10.		Pipe, each	5 50 9 00
NAIL SETS.		Jute	6 3/4 7 1/2	Try and bevel, dis. 50 to 52 1/2 p.c.		Saw, per doz.	6 50 13
Square, round, and octagon, per gross	3 38 4 00	RULES.		STAPLES.		WASHER CUTTERS.	
Diamond	12 00 15 00	Boxwood, dis. 80 and 5 to 10 p.c.		Fence, galvanized	0 03 1/2	Per doz.	4 00
NETTING.		Ivory, dis. 37 1/2 to 40 p.c.		Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		Washers "Iron," 40 per cent., 4 months per cent.	
Poultry, 65 and 10 to 70 per cent.		SAD IRONS.		STOCKS AND DIES.		WELL WHEELS.	
OIL.		Mrs. Potts, per set.	0 65 1 00	American, dis. 25 p.c.		Amer., per doz., 8, 10 and 12 inch.	3 38
Canada refined oil (Toronto) ..	0 16 0 16 1/2	" N.P., per set.	0 00 1 90	STOVE POLISH		WIRE.	
Carbon safety "	0 18 0 00	SAD HEATERS.		gross. 1/4 gross. doz.		Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.	
Canada w. w. "	0 00 0 21	Dome, Shepard's, per doz.	4 75 5 00	Scientific Stove Pipe		Copper Wire, 10 per cent. rev. list discount.	
American w. w. "	0 00 0 22	SAND AND EMERY PAPER.		Varnish	9 00 2 50 90	Annealed, annealed and oiled, galvanized 20 per cent. discount.	
Pratt's Astial.	0 00 0 22	B. & A. sand, 40 and 5 to 45 per cent.		Scientific Stove Paste		[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]	
OILERS.		Emery, per quire.	0 55 0 90	(5 lb pails) 60c. each.	6 00	Bright, coppered steel and spring, 20 p.c. L.O.B. Montreal, Toronto or Hamilton.	
McClary's galvan. iron oil can, with pump, per doz.	0 00 19 50	SASH CORD.		Scientific Furniture	12 00 1 25	Broom Wire, per lb.	0 05 1/2 0 06
Zinc and tin, dis. 50, 50 and 10.		Per lb.	0 22 0 50	Scientific Carriage Top		Clothes Line Wire, 19 gauge, per doz. coils	3 95
Copper, per doz.	1 25 3 50	SASH LOCKS.		Dressing, 1/2 pints.	3 50	WIRE FENCING.	
Brass, "	1 50 3 50	Triumph and Morris, dis. 37 1/2, 40 percent.		Scientific Carriage Top		Galvanized, 2 barb, 2 1/2 and 5 inches apart	3 00
Malleable, dis. 25 per cent.		Kempshell's, dis. 40, 62 1/2 per cent.		Dressing, pints	3 50	Galvanized, 4 barb, 4 and 6 inches apart	3 00
PAIS.		Canadian, dis. 45, 50 per cent.		Scientific Enamel Paints	1 50	Galvanized, plain twist, all delv'd.	3 00
Galvanized, per doz.	2 25 3 30	SASH "LIGHTS.		Scientific Stove Enamel	7 50 2 00 75	Plain twist, "	3 00
PENCILS.		Sectional, per 100 lbs.	1 40 1 50	STONE.		Staples	0 70 3 00
Dixon's, per gross.	1 00 4 25	SAWS.		Washita, per lb.	0 28 0 50	Terms, 60 days, or 2 per cent. in 30 days	
" Carpenter	2 25 3 60	Crosscut, McMillan & Haynes, per dozen	0 40 0 70	Hindostan, "	0 06 0 07	Freight prepaid of 1,000 lbs. or over.	
PICKS.		" Empire, " McMillan & Haynes, per ft.	0 00 0 70	slips, per lb.	0 09 0 13	WIRE CLOTH.	
Per doz.	6 00 9 00	Hand, Diston's, dis. 12 1/2 to 15 p.c.		Labrador, "	0 00 0 15	Ordinary, discount 25 per cent.	
PICTURE NAILS.		S. & D., 40 to 40 and 10 per cent.		Turkey, "	0 00 0 50	Painted Screen, per 100 sq. ft.	1 50
Porcelain head, per gross.	1 65 3 00	Crosscut, Diston's, per ft.	0 35 0 55	Arkansas, "	0 00 1 50	WRENCHES.	
Brass head, "	0 40 1 00	S. & D., dis. 35 p.c. on Nos. 2 and 3.		Water-of-Ayr "	0 00 0 10	Acme, 35 to 37 1/2 per cent.	
PLANES.		Hack, complete, each.	0 75 2 75	Sythe, per gross.	3 50 5 00	Agricultural, 70 and 10 to 75 per cent.	
Wood, bench, Canadian dis. 55 per cent., American dis. 55.		frame only	0 00 0 75	Grind. per ton	15 00 18 00	Standard, dis. 60, 60 and 10 per cent.	
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		SAW SETS.		TACKS, BRADS, ETC.		Coe's Genuine, dis. 32 1/2 to 35 per cent.	
Bailey's (Stan. R. & L. Co.), 50 per cent.		" Lincoln, " McMillan & Haynes, per doz.	0 00 7 50	Cheese-box tacks, blue	66 3/4	Diamond, dis. 33 1/2 to 35 per cent.	
Miscellaneous, dis. 25 per cent.		Whiting	6 87 7 00	Trunk tacks, blued	60	Towers' Engineer, each	2 00 3
Bailey's Victor, 25 per cent.		SCALES.		" tinned	66 3/4	S. per doz.	7 00
		Gurney Scales, 50 p.c.		B.B.B. iron carpet, bright or blued (in kegs)	30	G. & K's Pipe, per doz.	6 00
		B. S. & M. Scales, 50 p.c.		B.B.B. iron carpet, tinned (in kegs)	30	Burrell's Pipe, each	3 40
		Champion, 60 per cent.		B.B.B. cut tacks, genuine, blued and tinned	52 1/2	Pocket, per doz.	1 25
				Swedes, upholsterers', genuine	50		

**Bowman, Kennedy
& Co.**

LONDON, ONT.

Guns Rifles

Perfect Shot Shells

HEADQUARTERS FOR

Empire Clay Targets

Cleveland Blue Rocks

Schultze Powder

Special Wadding

As we are reducing stock of Guns will give special low values.
Do not lose the opportunity to secure bargains.

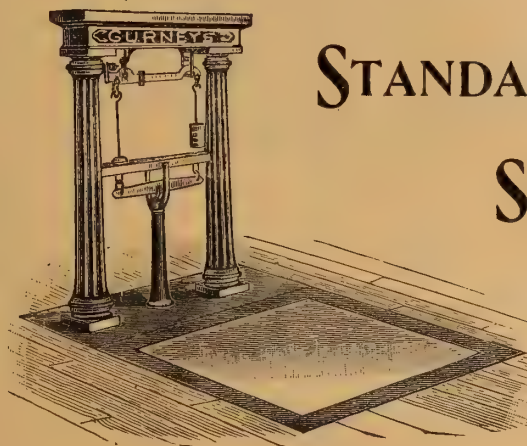
ESTABLISHED 1856

REORGANIZED 1887

The _____

Gurney Scale Co.

MANUFACTURERS OF



STANDARD SCALES

Hamilton, Ontario.

Promissory aper

Fulfilling its promises (for wrapping purposes).

MADE WITH CARE,
MADE TO WEAR,
HARD TO TEAR.

Long and strong-fibred Wrapping
Paper, printed and plain.

STOREKEEPERS . . .
COMMUNICATE WITH US

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Pears, Winnipeg;
James Mitchell, Victoria and Vancouver; John Cowan,
St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT ST. WEST, TORONTO.

"Things that are equal to the same thing are equal to one another."

THE BEST PAINT - THE BEST VARNISH

When we say that our varnishes are manufactured with the same care from pure materials as our acknowledged peerless paints, the trade will at once understand they are the best on the market.

Owing to the largely increased demand for our **Celebrated Monarch Varnishes**, we found it absolutely necessary to enlarge our manufacturing facilities, and for this reason have recently purchased the varnish works of D. A. McKenzie & Co., retaining the services of Mr. McKenzie, who has a life-long experience as a varnish maker. We are in a position to make prompt shipments, and can assure the trade that the standard of excellence heretofore established will be maintained, and we will continue to devote all our energies to hold first place in the paint and varnish line.

ROBERTSON'S SUPERIOR

The Neatest Shelf Package

MONARCH



... The Best Goods.

VARNISH

THE JAMES ROBERTSON CO., LTD.

STANDS HEAD AND SHOULDERS
OVER THEM ALL

Manufacturers Paints,
Oils and Varnishes

TORONTO

N. B.—All our friends while visiting the Exhibition are cordially invited to call upon us, when we will be pleased to show them through our factory and warerooms.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, SEPTEMBER 12, 1896

No. 37



**MAGNOLIA
METAL**

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt Street New York

WIRE of all Qualities,
Sizes and Shapes

imported to best advantage

A special lot of
Best Coppered
Steel Spring
Wire of the
famous . . .

TRADE



MARK.

brand, to be
cleared out of
stock at low prices—Nos. 8, 10,
11, 12 and 16.

A. C. LESLIE & CO., Montreal

Canada's Largest Radiator Manufacturers.

Mechanically the best—

A radiator put together with screwed joints exactly like all pipe connections is the only proper method of securing perfect workmanship—

“Safford”
ARE THE ONLY PERFECT
Radiators

Our daily output more than all others combined, and we make

NOTHING BUT RADIATORS

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited
.. Toronto, Ont.



*Safford
Perfect Radiator*

RICE LEWIS & SON

(LIMITED)

ARTHUR B. LEE, President.

A. BURDETT LEE, Vice-President.

Importers of

Bar Iron, Steel
Boiler Plate

SHELF AND HEAVY

HARDWARE



Mantels

Grates

.. Tiles

CUTLERY

BICYCLE DEALERS' SUPPLIES

Cor. King and Victoria Streets

TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

FALL GOODS



Galvanized
and
Japanned

**Coal
Hods**

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, SEPTEMBER 12, 1896

No. 37

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

A CALL TO BUSINESS MEN.

THE Minister of Trade and Commerce is courting suggestions from the business men of the country as to ways and means of extending the export trade of the country.

It is a wise suggestion, and-if persevered in must result in good. Canada's export trade needs expansion. The average annual export trade of the Dominion during the past five years has been much larger than it was during the previous five years, but it by no means follows that because of this increase in our export trade in volume it is satisfactory. It is not as large as it should be, and it is not as large as it can be.

Our exports per head are about \$23. This is less than that of any other British colony of any importance except India. Taking Australasia as a comparison, we are far behind it. The exports per head in that part of the British Empire range all the way from \$46 in Tasmania to \$105 per head in South Australia. Newfoundland, Bermuda, Honduras, British Guiana, all beat us according to per head of population. Taking the volume of our total exports, Canada stands ahead of all the British colonies or dependencies, India excepted, although it

must be acknowledged that were the different colonies composing Australasia confederated, as are those composing the Dominion, we would have to take a step lower in the list.

We do not make these comparisons in order to belittle the Dominion. We are actuated by a desire to stimulate the business men of this country; yes, and the Government of this country, too, into more aggressive action in the matter of securing more customers abroad for the products of the Dominion.

Putting comparisons with other countries aside, the fact that we are to-day producing more than we can dispose of, taking both the home and foreign market, while not producing to nearly our present capacity, is evidence indisputable that we need an enlarged export trade at even our present rate of production, let alone with the object of developing our rich resources which are almost yet untouched.

No country under the sun has probably within her borders the possibilities for a greater diversity of industries than has the Dominion of Canada. Ninety-five thousand square miles of coal fields are within her confines; her forests are rich in unlimited supplies of timber that are marketable in almost every country in the world; her expansive fields produce grain that in quality is without a superior; her orchards produce apples that for superior keeping qualities excel anything produced on this continent and that find a market in not only Great Britain, but in the United States as well; her cheese has earned the world's championship and occupies the first place in the great consuming market of Great Britain; the quality of her beef has a world-wide reputation, and the bacon she produces is, with that of Denmark, being recognized by competing countries as the ideal; as a gold producer the Dominion is to-day the cynosure of all eyes.

Canada is great in possibilities. The

trouble in the past has been the want of business common-sense in our legislators and the want of push and business enterprise in our manufacturers and merchants: Our legislators have been too busy fomenting race and religious feuds to find time to promote the business interests of the country, and our merchants and manufacturers have been depending over much on the Government to do the "necessary turning up" for them.

The Government can do a good deal to develop the natural resources of the country and to promote its business interests. But the business men must also be aggressive. The Minister of Trade and Commerce desires to enlist their co-operation in extending the trade of the country. They are the men most interested in the realization of this fact. They are the source from which the Minister must necessarily get light for his guidance. If the light is not forthcoming the fault will not be the Minister's; it will be the business men's fault.

With the business men and the Government pulling together for the one goal there need not be much fear regarding the future of the Dominion.

IRON AND HARDWARE CONDITIONS.

IF business in iron and general hardware is dull on this side of the Atlantic it is evident that the reverse is the case in Great Britain and Europe generally.

Both mail and cable advices recently from British and German producing centres, endorse this view and the commission men corroborate it.

HARDWARE AND METAL saw four different importing agents in Montreal this week, each of whom represents either a leading British or German firm of makers. They were unanimous in complaining that they could not get any new business executed with promptitude. If the buyers were content to wait a month or six weeks, well and good, their orders would be booked. If not,

it could not be helped, and for this reason numerous good orders had been cancelled.

This condition applies to every line. Both English and German cutlery agents state that their factories are booked away ahead with orders, and that new business has to wait. In heavier material makers are equally busy. The agent of one of the largest manufacturers of heavy steel in Germany had several orders cancelled recently because the factory had all it could attend to, not for one month, but for months ahead. Another commission man who represents some of the biggest English iron and steel firms in the Birmingham district said that orders of his had been refused except at higher prices. In the case of Canada plates, new business was not accepted, except at the substantial advance of 1s. per cwt. on prices which ruled a month or so ago, and in one case an order was refused entirely for a certain gauge because it could not be filled.

In the face of these strong advices from primary centres, values on many staple lines of heavy material, in Montreal at least, are far from settled. Recently, supplies which were ordered some months ago in tin and Canada plates have been coming forward to a considerable extent. The result has been a shading in values in the case of round lots. Of course, at the values at which the goods were bought the importers make a profit on the turnover, but what is strange to a great many is that little disposition is shown to take advantage of the strength abroad.

The prolonged dulness, no doubt, is largely accountable for the action of wholesalers, and once business improves it is possible that they will endeavor to secure better prices.

As a matter of fact, they will be compelled to do so if they are not willing to sell goods at a loss. Tin plates, for instance, which were available on the basis of £6 10s. a month or so ago, cost £7 10s. to-day. Canada plates that have, to the certain knowledge of **HARDWARE AND METAL**, been sold to Montreal jobbers as low as \$2.03 in large wholesale lots, would cost at the very best to-day \$2.05 to \$2.10.

This general hardening in values abroad is not surprising. The conditions generally are in favor of a rise there. Trade in both Germany and Great Britain has been dull and depressed for over ten years back. During the past year it has been showing steady signs of improvement.

This is attested by the fact that employers of labor both in Britain and Germany have, in response to strikes, accorded advances in wages. Then the ship-building trade is experiencing a regular boom in

Britain, the yards having so much to do that there has been an overflow of orders to Germany. When the ship-building trade is brisk, it is an axiom that the iron trade is certain to feel the influence.

INCREASED USE OF LOADED SHELLS.

THE season which has just opened out promises to show another marked increase in the use of loaded shells at the expense of the sales of powder and shot.

Last season saw an extraordinary increase in the sales of loaded shells, and the output this year is likely to be no less extraordinary. At any rate, there has been an enormous sale of them so far.

If a man takes into account the value of his time spent in loading his own shells there is very little money saved. At any rate it is not of sufficient consideration to induce a man who can at all afford to buy the loaded article to undertake the task of filling his own shells.

These loaded shells have been brought to their present efficient condition by a series of tests by experienced men. The loading is done by machinery, and sportsmen are beginning to learn that shells prepared in this way are more satisfactory than would in general be the result if the loading was done by themselves.

It is estimated that as a result of the favor that is being shown loaded shells, sales of powder and shot in the ordinary way have dropped off 25 per cent. in the Toronto market.

PATENTS ON HARVESTERS.

The following information is prepared specially for this paper by Marion & Lamberge, engineers and patent solicitors, Temple Building, Montreal:

Ten thousand three hundred and thirty-three patents have been granted for harvesters. In 1871 some of the essential features of the modern harvester had already been invented, and some experimental machines had been tested in the field, but farmers were then using nothing more than the ordinary mowing machines and reapers, from which the grain was raked in gabels and bound by men who followed the machine.

Since that time the art of harvesting grain has been revolutionized by the invention and introduction of the automatic self-binding machine. The patents to Lacke, No. 149,233, March 21st, 1874, and No. 121,290, November 28th, 1871, show a wire binding attachment for harvesters, under which a great many machines were built, and which continued in use until the development of the twine binder.

The patent to M. L. Gorham, No. 159,506, February 9th, 1875, was probably the

first twine binder to operate successfully in the field, and was considered a pioneer invention by the court in the recent case of the McCormick Harvesting Machine Co. vs. C. Aultman & Co.

Almost all the twine binders built in the United States have been built under one of two patents—one to H. A. and W. M. Holmes, No. 210,533, December 1878, and the other to Appleby, No. 212,420, February 1879.

GRAPHITE AND BOG ORE MINING.

MR. ROBERT MUNRO, of Montreal, president of the Canada Paint Co., is in Toronto this week. Mr. Munro is making a business tour west, and was gratified with the promising character of the trade outlook.

During a short conversation I had with him, he furnished me with some interesting information regarding the mining operations which his company is carrying on in connection with its business.

"The company's mining operations for the current year," he said, in reply to a question, "are on a more extended scale than during any previous year in its history. This is especially so in the province of Quebec, where we mine bog ore for the manufacture of oxide of iron paint. This ore is so very much higher in grade than the ones usually obtainable on the continent that the paint finds a market all over the United States and England, where it is increasing in demand on account of its much greater purity compared with the oxides commonly made in those markets."

"The company is also actively engaged in the mining of graphite (plumbago) in the Maritime Provinces. This too is made into paint for bridges, iron work, car roofs, and surfaces exposed to the elements, gases or acids. This paint is already making its way into the American market, three shipments there being made the past week to as many manufacturers. This graphite also forms the basis of the Aird-Felch boat composition, which was used for finishing the Glencairn, the half-rater victor at Oyster Bay, and the Canada, the winner of the International Trophy at Toledo."

Mr. Munro leaves for England next month, to prosecute the sale of this valuable Canadian metal, which is already beginning to get a footing in that country.

Mr. H. W. Aird, treasurer of the Canada Paint Co., is making one of his semi-annual trips to the Northwest and British Columbia. The company has a branch factory in Victoria.

When I asked Mr. Munro the nature of Mr. Aird's reports, he said, while a look

betokening satisfaction overspread his features: "He reports that, so far as he has proceeded through the Northwest, business is in a very favorable condition, while buyers are hopeful and purchasing more freely. The outlook, he says, is most promising. There is a general advancement in business. And, I may tell you this," continued Mr. Munro, "that our trade in British Columbia is, so far this year, very much ahead of that up to the same time a year ago."

TURPENTINE PRICES IN TORONTO AND MONTREAL.

HARDWARE AND METAL is in receipt of correspondence regarding the diversity of figures in the price of turpentine in Toronto and Montreal, and asking why such should be.

The diversity is rather more apparent than real. In Montreal, for instance, it is the custom to quote a certain figure, allowing one cent per gallon on the barrel price for what is called the "hullage"; in other words, to allow one cent per gallon for shrinkage. In Toronto, on the other hand, it has always been the custom to invoice at figures not taking this "hullage" into account.

Another thing to be remembered is that the Montreal price is f.o.b. delivered, while in Toronto the figure is delivered to points in Ontario west of Whitby.

With these facts known to everyone it would generally be found that the differences in quotations were often more apparent than real.

NAIL MEN AND JOBBERS MEET.

A joint meeting of wire nail makers in Toronto and Western Ontario and jobbers was held in Toronto on Thursday. The object was to consider the keenness of the competition in wire nails, but **HARDWARE AND METAL** has been given to understand that no decisive action was taken.

FREE TO HARDWAREMEN.

The B. Greening Wire Co., Ltd., of Hamilton, have got out a neat little sample board of Brown patent steel chain for the hardware trade, showing a sample of each size that they make from No. 2 to 70, with the trade number and breaking strain over each sample. The board is a useful thing for hardwaremen, and the firm advise us that they will be pleased to send one to any bona fide dealer who will drop them a card mentioning **HARDWARE AND METAL**. These samples will not only greatly facilitate business, but be an ornament to any store.

DROPS FROM THE EDITOR'S PEN.

A bright store betokens a bright merchant.

Tempers and customers are oftentimes lost together.

The brighter a merchant is the more does he value his trade paper.

Business is not as fickle as love, but it will not brook inattention.

If a man hasn't brains he cannot be expected to have a business.

Only to the industrious do the gods reveal the secret of success in life.

The genius that every young man should court is the genius for work.

A "sour" man behind the counter is not fit even for vinegar making.

It is not the man with the glibbest tongue that makes the best salesman.

As the precious golden moments fly, the hopes of Silverites seem to die.

Price-cutting is often the badge which declareth the incompetent merchant.

He who is lacking in respect for others can hardly have respect for himself.

Failure to adopt suitable avocations is one of the chief causes of failure in life.

Rough roads should not deter any sane man from traveling the road to Success.

Business men are hoping that the fall of the year will see trade rise into greater activity.

A few good kicks from his friends is the best help a man who will not help himself can get.

When a window does not sell goods, the fault is not with the window. It is with the merchant.

As the hopes of the Free Silver party in the United States fall the hopes of the business men rise.

Some men in the race for business, like some trotting horses, display much action but little speed.

Merchants who always follow where their competitors lead can no more be leaders while they pursue these tactics than can the

tail of the dog become the proboscis. It is the leaders that are the winners.

A merchant does not need to know a note of music in order to be able to sing well the merits of his wares.

The value of an idea is not usually ascertainable until it has been ground on the grindstone of experience.

If we had not to earn our bread by the sweat of our brow we would soon be drowned in the slough of indolence.

The cross word of a merchant or clerk is sometimes the finger-post which directs customers to competitors' stores.

The man who is always satisfied with his work is not likely to occasion much satisfaction to those for whom the work is done.

Some people exhibiting goods at the Exhibition appear to be exhibiting themselves more than the goods they are in charge of.

It is filled with empty vagueness that is the man who goes about trying to impress people with the idea that he is great in mental capabilities.

The shop window is one of the merchant's chief avenues for letting the people know that he is up to date. And the people love an up-to-date man.

Merchants who bring discredit upon themselves bring the people to view with discredit their goods, excellent as these goods may be.

Young men who spend their spare moments in rolling up scores at the billiard table are not likely to establish much of a record in life.

A business must be made to fit the conditions of the place in which it is situated, or else, like a 30-inch coat upon a 50-inch man, there will be a misfit.

Merchants who do not look after the little things will in time be looked after by the bailiff. It is the care of the little things that bars the door against bankruptcy.

It is the rough things of life that sharpen men's wits. Plain sailing in business no more creates good business men than does plain sailing at sea create good sailors.

Intelligence saves a man from making a fool of either himself or other people. And intelligence is the development which comes of the study of men, methods and books.

THE GOLD MINING BOOM.

Contributed to *HARDWARE AND METAL* by H. A. C.

THE British Columbia gold mining boom has struck the province of Ontario, and judging from the glittering advertisements that appear in our leading daily papers, as well as from the apparently very prosperous business done by numerous gold mining brokers, the disease seems to have become epidemic.

The public would do well to remember, however, that "all is not gold that glitters," and that anyone who embarks in an enterprise with a prospective big profit always takes the risk of a big loss.

Around Rossland is the principal field of operation for the gold mining companies, in which a small investment, according to the accounts of interested parties, is said to "lead on to fortune."

There no doubt is gold around Rossland, and very probably large quantities of it, too, but that the richest gold mines in the world are there has not as yet been demonstrated to the satisfaction of unprejudiced practical business men, and it certainly is strange that the richest gold mines in the world were not discovered years ago when a live gold boom existed in British Columbia and prospectors from all the gold fields in the world scoured the country in search of the precious metal.

Judging from maps of the situation, every acre of ground for miles, north, south, east and west of Rossland, has been taken up as gold mining land, and mining companies are floated so fast that from present appearances there will soon be several hundreds of them. If all these adventures prove successful certainly the richest mines in the world are around Rossland, but it is absurd to suppose that all will turn out bonanzas, and no proper estimate can be formed of the mineral wealth of that locality until further development has been carried out, for at present there are not more than three or four of these mines paying dividends, and it is doubtful if there are many more even turning out ore at all.

The manner in which these gold mining companies are launched gives every chance for smart adventurers to pocket the shekels of unwary people with very little prospect of value being given in return. Anyone, therefore, who wishes to invest his money in shares should study carefully the names of the men who control the company.

According to the mining laws of British Columbia any prospector can get a mining claim of 1,500 feet square (50 acres) by paying \$5 and doing \$100 worth of development work on it every year, or he can purchase the claim out and out for \$500 cash.

The prospector, after securing the claim, goes to a capitalist and sells it for, say, \$5,-

000, or he may give him an option to purchase at that figure for 30 days or more. The capitalist then forms a syndicate of, say, 10 men, including himself, who put in \$1,500 each, making in all \$15,000, so that he gets \$13,500 for what only costs him \$5,000 and has one-tenth interest in the syndicate besides.

The next move is to form a joint-stock company, capitalized at, say, \$1,500,000, the members of the syndicate usually becoming directors, trustees, etc., or if they wish to secure a more influential man than any of themselves as president they may give such a man a number of shares for the use of his name.

They then put, say, \$500,000 of what they call treasury stock on the market at, say, 10c. in the \$, which will bring in \$50,000, and this money is to be used, they say, in developing the mine, but before any of it is used for that purpose the \$15,000 is paid back out of it to the syndicate, and probably \$10,000 or more is spent in brokers' commissions, advertising, etc., leaving only \$25,000 or less to develop the mine.

All the money put into the venture comes from the purchasers of the treasury stock, who now own \$500,000, while the syndicate who floated the company have got \$1,000,000 in shares for nothing.

The \$25,000 left in the treasury may not be sufficient to develop the mine, and if that is the case the money put up by the purchasers of treasury stock is in all probability completely lost, for the members of the syndicate can, if they wish, sell out their stock at whatever it will bring and put the money in their pockets.

The whole thing is a lottery in which the syndicate, or ground floor men, hold two-thirds of the tickets, which have cost them nothing, but as the gambling spirit is strong in human nature thousands of people of limited means who cannot afford to lose the money will be tempted to take tickets, in the hope of bettering their condition in life.

Some of these mines in the hands of good men will probably turn out good paying investments, and the object of the writer is not to throw cold water on the legitimate development of what may turn out a source of wealth to a great many individuals, as well as to the whole country, but to show people the risk they run of investing their money in gold mining companies they know nothing about, and have no means of acquiring correct information about, at such a distance from the field of operation.

There is a very big boom on at present in British Columbia gold mining investments, and there is every danger that the boom will increase for some time instead of diminishing, and it is to be feared a large amount of

money will go out of the province of Ontario into worthless companies that are simply the owners of 50 acres of ground, on which a prospector has dug a few holes, from which he has abstracted, or pretends to have abstracted, some specimens of ore.

The companies which have already placed their treasury stock on the market should be allowed to develop their mines and show whether they are likely to become paying concerns or not before the stock of new companies is taken up by the people of Ontario. As soon as these companies show they have real paying gold mines any amount of English capital required can be got into them. The English capitalists say, let your Canadians go on and develop your mines and show us that they are likely to become paying concerns and we will furnish all the capital you want to work them, but you must do your own development.

Would it not be better to develop a few at a time in place of trying to develop the whole mining region around Rossland and other places at once?

If mining companies are floated at the rate they are going at present the bubble will burst before very long, and many people will be sadder but wiser from the experience; nor will the loss thus sustained be the only loss to the country, for English capitalists will be afraid to invest their money, and millions may be diverted into other channels which might otherwise be sent here to work the mines.

It appears, also, that the smelting works in the vicinity of Rossland cannot do more than handle the ore of two or three mines, and as these works are very expensive and not likely to be built very fast, what is going to become of the ore from the mines of the large number of companies being brought into existence? The feature of the question simply leads to the conclusion that for some years ore will be taken out from only a few mines, and from many of them none at all at any time.

There have been booms in this country before now, such as the Winnipeg and Toronto real estate booms, by which many



The Kind Of Varnish

you want is the kind that people come back for—the kind that people tell other people about.

That's Pratt & Lambert's varnish every time. The way it does its work suits people. It's no wonder it does its work well, for Pratt & Lambert have been more than twenty-five years working at it, and all the time making it better and better, until now the most fastidious declare it's right in every way.

**The
Cottingham Varnish Co.**
Ltd.
MANUFACTURERS
Montreal.

How Good Goods Make Their Way

On Saturday last we received the following letter from a firm and place we never heard of before.

"THE WALTER H. COTTINGHAM CO., LTD.

MONTREAL.

As some of my customers have got, and used, some of The Sherwin-Williams Floor Paint, and think it away ahead of any other, I would like to handle the best. I have some floor paint of other makes which is very good, but think from recommends that this is a better one.

I would like to handle it in this village if I can make arrangements. Please send prices, etc.

Your truly,

E. A. DOOL,

Bishop's Mills, Ont."

people of moderate, and some even of considerable, means have been impoverished, and this Rossland mining company boom may turn out the worst boom of all, coming on us at a time when the people of this country should keep their capital available for any emergency that may arise through the unsettled state of monetary affairs in the United States.

TIN STATISTICS.

THE shipments of tin which we publish in our to-day's issue show how false are those prophets who have been telling us from time to time that supplies from eastern sources of supply will show a considerable falling off for the year 1896 as compared with former years. The total shipments of the month of August are 5,005 tons as compared with 3,845 tons during the same period of last year and 3,730 tons during the year previous. While it is true that the "official" statistics show that the deliveries in consumption for the past month make an increase in the visible supply on Sept. 1st as compared with that of July 1st of between 300 and 400 tons, even if we grant that these figures are correct, which we do not, an increase of 1,300 tons in the month of July and August is a visible sup-

ply already phenomenally large, is sufficient to cause consumer and speculator alike to ask the question how long are these increasingly heavy stocks to be borne, and when will the holders thereof recognize the futility of their efforts to support the market against this constantly increasing tide of production.

There is nothing in this country at the present time to warrant any anticipations of improvement in demand for tin. Much had been hoped for early in the season from the canning industry. We have now entered a period when the business in canned goods should be exceedingly brisk, and when under ordinary circumstances large sales are made for future delivery, but in common with all other branches of trade the canned goods industry is extremely depressed, and contrary to the usual precedent almost absolutely no buying of futures is being done. Canned goods have been steadily though slowly declining since the beginning of the season; jobbers finding no demand for stock have not been purchasing of packers, and the result is that the packers have been obliged to carry their stocks, and now find themselves compelled on account of the constantly increasing burden to close their factories, or to sell at sacrificed prices. A large number of packers have chosen the

latter course, while others have been forced to close down for an indefinite period. This condition is also intensified by the fact that in the states of Maryland, New Jersey and Delaware, the tomato pack will be extremely light, owing to crop conditions. In New York state reliable reports have it that the corn crop will also be much smaller than is usual. In the south the peach pack has been extremely poor, and of small quantity. One of the largest packing houses has already shut down for the season, and a number of others, it is understood, will shortly follow.—N.Y. Metal Market Report.

CHAINLESS BICYCLES.

A change in cycle construction almost as radical and revolutionary as the safety and pneumatic tire is about to be made. The rumor afloat for several days past that one of the oldest, largest and most conservative bicycle building concerns in the country is to be the parent of the innovation has created a profound sensation among riders generally and cycle manufacturers particularly.

The rumor is true, according to the most recent advices from New York city. A leading company will put out a chainless bicycle next year, and two of the models for 1897, one for men and one for women, will be operated by bevel gears instead of the usual chain and sprocket.—Age of Steel.

TRADE CHAT.

A BOARD of Trade has been started at Acadia Mines, N.S., with the following officers: C. A. Meissnor, general manager of the Iron Co., president; E. Walsh, manager Merchants' Bank, vice-president; Lenfest Ruggles, head master high school, secretary.

Over 150,000 pounds of binding twine has been sold at Carberry this season.

Tignish, P.E.I., had a \$100,000 fire last week, some 40 buildings being destroyed.

E. A. Masuret, of London, Ont., has been appointed Collector of Customs at Rossland, B.C.

The ratepayers of London gave a grant of \$150,000 for sewerage purposes by a vote of two to one on Wednesday.

The conduit pipe for Petrolea's water works system has been laid from Lake Huron nearly to the London road.

The Goid Bicycle Co., of Brantford, have applied for exemption from taxation for their bicycle supply warehouse and factory.

The Moto-Cycle Company of Canada, with a capital of \$150,000, and headquarters at Montreal, is applying for letters patent.

Miners to work in the Lethbridge coal pits are being imported from Tennessee and Alabama. A party of fifteen arrived last week.

The present outlook is that the Woodstock and Centreville railway, N.B., which has been under consideration for so long, will be completed at once.

Sunday morning W. A. Fraser's mill, at Little Current, Ont., was burned to the ground, and all the lumber that had been cut this summer was consumed. Ramesbottom & Spencer had the mill rented, and their loss is about \$10,000, with \$4,000 in-

surance. They also lost all their equipage for running the mill. J. & T. Charlton lost about 300,000 feet of lumber; insured. W. A. Fraser had no insurance on the mill. Total loss \$15,000.

Ald. Garratt, who has the contract for the L. & P.S.R. buildings at London, has been allowed to add \$346.50 to his tender, having neglected to figure on 33,000 of bricks required.

E. E. Ellis, a former resident of Windsor, has been appointed to the general Northwest agency of the Union Pacific and the O. R. and N. Companies, and will make his headquarters at Seattle.

The roof of Wortman & Ward's factory, at the corner of York and William streets, London, was discovered to be on fire Tuesday evening about 7 o'clock. The cause was probably a spark from the cupola. Damage very slight.

The Canadian Furniture Manufacturers' Association have elected as officers: President, J. S. Anthes, Berlin; vice-president, Simon Snyder, Mayor of Waterloo; treasurer, J. Baird, Plattsville; secretary and solicitor, J. R. Shaw, Toronto.

Mr. Beatty, hardware merchant, Ridgetown, Ont., lost his watch on Thursday. There being no chain attached; it must have dropped to the ground. The watch was presented to Mr. Beatty by the church people of Caledonia for services rendered as choir leader.

A new shunting engine arrived at Toronto a few days ago for use in the Canadian Pacific yards in Toronto. The locomotive is what is known as a six-wheels coupled engine, that is, it has no trucks under the front end and all the weight rests on its six driving wheels, thus giving the advantage of great weight on the drivers, where it is most

needed for fast work around a "make-up" centre like Toronto. It is also furnished with the latest in the way of air brakes. Ten engines are at present under construction in Montreal, six of which are of the type of the one now in Toronto. The engine carries a tender of the slanting variety.

The contract to supply coal to the Dominion Government institutions in Manitoba and the Territories, under the Department of Public Works, has been awarded to the H. W. McNeil Anthracite Coal Co. The contract is one of the first and the largest so far let by the new Government.—Free Press, Winnipeg.

While drilling for gas at the residence of G. W. Smith, at Sombra, Monday, the drill struck some hard substance at a depth of 150 feet, which would not be penetrated. The drill was removed and a lead line dropped in the well, which came to the surface covered with a fine grade of copper ore.

A rumor was current that the Imperial Oil Company were negotiating for the sale of their Petrolia properties to an English syndicate. Mr. F. A. Fitzgerald, of London, president of the company, was in Toronto, on his way home from Ottawa, and to a Globe reporter stated that there was nothing in the report.

It is expected that the contracts for the erection of the Grand Trunk car shops at London will be awarded some time this week. The tenders for the work are at present before the officials at Montreal, and are under consideration. As soon as the shops are completed a portion of the work hitherto done at Toronto will be taken to London. While the present workshops here will not be closed, there is every probability of a reduction in the staff, for this will be made necessary by the transfer of some of the work from Toronto to London.—Toronto Globe.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts



TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS. VELOCITIES:

At 21½ yards, 1012'68 feet per second.

"43" "872'72" "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37 West Front Street Toronto

SEND US YOUR ORDERS FOR

BUILDING PAPER

NORTHUMBERLAND

THE BEST

Plain Strawboard (Siding)

Tarred “ “

Tarred Felt Saturated (Roofing)

ROPE TIES

CATTLE CHAINS

WEB HALTERS

LEATHER HALTERS

GRAIN SCOOPS

VEGETABLE SCOOPS

AMERICAN LANTERNS, LANTERN GLOBES

Cross-Cut Saws, Sets and Files

Single and Double Bit Axes and Handles

Single and Double Thick Window Glass (all sizes)

Sporting Powders, Dead Shot and Schultze

Loaded and Empty Shells, Shot, Caps, Etc.

Winchester and Marlin Rifles, Pieper's B. L. Guns

Cutlery, large assortment of all the best makers

You can send us your orders, feeling satisfied they will be filled promptly and at **RIGHT PRICES.**

H. S. HOWLAND, SONS & CO., TORONTO

Graham Cut and Wire Nails are the best.

COLLECTING ACCOUNTS.

WHETHER collecting book accounts shall be a simple and comparatively easy matter depends entirely upon the attitude of the salesman when the bill is made, writes a merchant in *Iron Age*. If credit is given in a pay-any-time-you-please or a that's-all-right manner the customer will surely live up to this spirit and consider that his bill is not due until it is entirely convenient for him to pay it. On the other hand, if credit is given in a businesslike manner, if the person asking it is requested to state when he will pay, and emphasis is laid upon the fact that the credit is for that exact time, the collecting of the bill is tolerably well arranged for then and there.

Every hardwareman, except in the very smallest country districts, has two classes of credit customers. The first class includes men and firms who are manufacturers, mechanics, builders, etc. This class ought to ask for but one month's credit, except when a carpenter and builder may occasionally have money tied up in the job they have on hand and the dealer must wait for the completion of that before he can be paid.

The dealer who is not prompt and systematic with this class of trade simply increases the unpleasant features connected with the collection of accounts. In opening accounts with this class I have a plain and unqualified understanding that my account shall be paid promptly every month. Then when I call with my bill or statement I am never put off with the excuse that the customer was not looking for its presentation. With this class I send, upon the first business day of every month, an itemized bill of all goods sold them the previous month. I do this for two reasons—to save calling upon those who will respond without being visited, and to give all an opportunity to look over their bills and satisfy themselves of their correctness.

A certain kind of man is always surprised at the amount of his bill and ready to declare when he looks at the total that there must be a mistake. If the bill is handed him in person he wants time to look it over, and I must call again. If I send it by mail he has opportunity to study it at his leisure. A certain percentage of these customers will send their cheque upon receipt of the bill or call and pay it. Another large fraction will pay when called upon for it personally, and a smaller part ignore the dun by mail and must be called upon again and again before the bill is collected.

I have a rubber stamp with which I print in large type upon each bill:

"Last month's account is now due.

"Please call and settle or send cheque."

Five days after I have mailed my bills I go, or send a clerk, with a statement for

collection. When a man does not pay we ask him to say definitely just when he will pay, and whether he will come to the store or whether we shall call again. This is noted on the statement, and attended to by us. If he fails to keep his promise to call upon me at the set time, I seek him the next day, and continue this system till my account is paid.

In doing this I am careful to make it plain to my debtors that I am in no way influenced by any fears of losing the bill or doubts as to their honesty. I emphasize the fact that my own needs for cash require me to collect closely and promptly. If a man tells me he cannot pay me when I present the bill I always ask him to pay a part of it.

Frequently I can say by letter to a delinquent friend what is difficult to say face to face, or I can say it more effectively; so I write about his past due bill as if its non-payment was of much importance to me, but I make my letter friendly in tone and show him that I want a continuance of his trade. When an account has run three months over due, without having been specially arranged for, I cut off the person's credit at the counter, and I inform him that my bills must either be paid or secured within a certain time. When this time expires and he has not fixed up matters I mention a certain day upon which I will sue the account if still unpaid, and a threat of that kind I invariably carry out.

The second class of customers includes those who must wait for the crops to be sold or jobs to be finished, such as farmers, wood choppers, lumbermen, etc. In opening an account with such men I have an understanding with each one as to his work, when he gets his pay or will sell his stuff, and just when he expects to pay me. I make memorandum of this upon his ledger page, and when the time arrives upon which the money is promised I am looking for it. If the debtor is a farmer I drop him a line stating that the amount of his account is \$—; that it was to be paid thus and so; that I have not heard from him and need the money. Will he kindly attend to it? He will either call in and pay or explain why he cannot pay, or ignore my letter. To the latter class I write again, and if that avails nothing I manage to see them when they are in town, or I call upon them and make them realize that I need and must have the amount of my account. If I can do no better I take their note, payable at a specified time, and drawing the highest legal interest.

But I try not to offend them by appearing to question either their intention or ability to pay, for I want their good-will and their future trade. And I have learned that I

am much more likely to lose a man's trade by permitting him to owe me too much or too long than by keeping his account collected up clean.

My business has been largely one of credit; my losses have been very small. My customers find that I make note of a promise, live up to it myself and expect them to do so. I propose to never do anything to weaken this impression. I believe I have sold more goods because I am a good collector, and because I have lived up to this maxim of my own: Credit, to be appreciated, should be given as a favor.

ABNORMAL RETRENCHMENT.

Whether the natural course of commercial events is in the direction of abnormal retrenchment, says a western exchange, or whether an undue caution is actuating the commercial world, the fact remains that the tradesmen are getting more and more fearful of investments. This does not apply to speculative investment, but to such buying as has always been considered consistent with intelligent business methods.

The whole sum and substance of the matter is that speculative policies are no longer profitable. Hard work pays, and it is the exertion of the cautious tradesman in the right direction. The merchant who takes chances stands no show for success, except in periods where the possibilities of failure are most unusual and very improbable. As much business sense is required to avoid disaster as there is to attain success. In fact, the acumen that enables the tradesman to steer clear of the one is the intelligence that enables him to bring his methods to a successful issue.

It is possible that merchants are exceptionally cautious, but if they are they are made such by their environments. They are careful because they see and realize that they cannot meet their legitimate obligations unless they confine themselves to legitimate business methods. The kind of abnormal retrenchment, therefore, that is inimical to our general commercial prosperity is the kind that is either based upon fear or upon speculation.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Scientifically Correct

Is the process of manufacture employed
in the production of . . .

GUELPH BAR IRON

FINEST IMPORTED IS NO BETTER.

**FOR YOU-- PLEASED CUSTOMERS
IMPROVED TRADE**

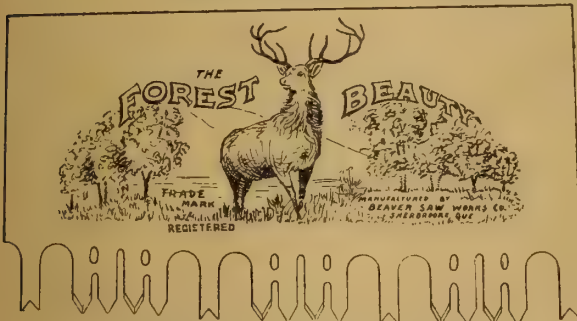
by handling this Iron. Even, tough and true to gauge.

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES . . .

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

There couldn't be
better value than is offered by

"OXFORD" Boilers and Radiators

For

HOT WATER OR STEAM

They are the world's standard
for mechanical excellence—en-
dorsed by all leading architects
and engineers.

The **BOILERS** are of unrivalled construction, with a
perfect circulation.

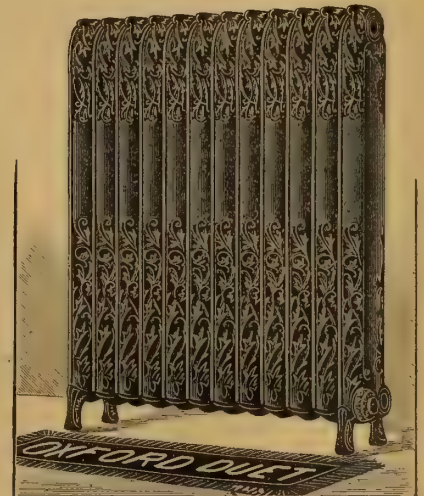
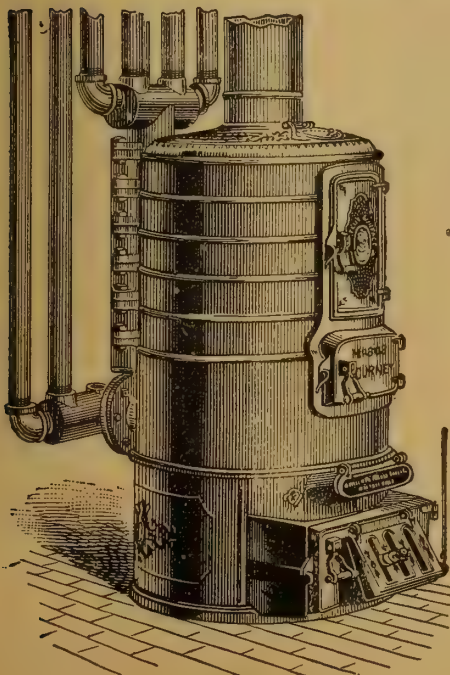
The **RADIATORS** never need repairs. They have
iron to iron joints and can't leak.

In all sizes and styles, at reasonable prices.

CONSULT OUR CATALOGUE

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL





ESTABLISHED 1860.

INCORPORATED 1895.

"CRESCENT" AND "VICTORIA"

STEEL ENAMELLED WARE.

KAISER KOFFEE KAN

Latest improved coffee pot made. If your customers appreciate delicious coffee ask them to try the "Kaiser."

SEND FOR SAMPLE LOT.

The Thos. Davidson Mfg. Co. Ltd. - Montreal

ELBOWS, COAL HODS, FIRE SHOVELS, STOVE BOARDS, ETC.

THE LOW PRICE OF PIG LEAD.

THE present quotation for pig lead, 2.50 cents, is the lowest on record, and like many other staple articles which have declined below any former level reached, it is probable that the bottom is yet to be touched.

Buyers do not seem disposed to operate, because it is believed they expect the present irregular and depressed conditions to result in a still lower market. It is authoritatively stated that many of the large consumers anticipated their wants last year, and owing to dull trade that followed have been unable to work off their stocks of pig lead, and therefore are not in the market now for additional supplies. Imports are without effect upon the domestic market, due to the European price of 3.20 cents duty paid. There has been an almost entire absence of speculative manipulation recently, the course of the market being in line with natural trade operations.

The starting point of low prices was in the "panicky" year of 1893, when in October quotations were in the neighborhood of 3.50c.; in 1894 they opened over 3c. lower, advancing 25c. by August, and declining nearly 50c. between August and December. In 1895 the market fluctuations make a range of 50c., while during the present year the quotations show a gradual decline from 2.95c. to the present price.

From the Treasury Department report we learn that the imports of lead during the fiscal year ending with June were 187,522,267 lbs., worth \$2,433,234, against 174,546,752 lbs., valued at \$2,485,920, for the fiscal year of 1894-5. The exports of domestic lead during the last fiscal year were 7,479,042 lbs., worth \$215,719, compared with 1,885,198 lbs., valued at \$60,514, for the previous year.

The conclusion to be drawn from an examination of all the facts connected with the trade in lead differs in no particular from that voiced by The Review when treating

the subject some time ago, viz., that improved values will come with improved business conditions, improved demand for staples, and a general renewal of the stagnant currents of commerce.—Journal of Commerce, Chicago.

A STOVE THAT BAKES WELL.

The accompanying cut shows the result of a baking test with the "Famous Active" range, made by the McClary Mfg. Co.,

IRON PYRITES.

At different times during the summer reports have been circulating regarding the discovery and development of a mine of iron pyrite, which had been discovered about one and a half miles from Schreiber, on the eastern division of the C. P. R., 132 miles east of here, says The Port Arthur Journal. The property is owned by an American company, which is represented by Mr. H. T. Morley, of Chicago, who is



London. The result was distributed among London's poor. This range is made in six sizes, ranging from 16 to 22 inch ovens, and can be supplied with high shelf or high closet, as desired. It has thermometer in oven door, aerated oven, cast linings, duplex grate, and all points necessary in an up-to-date range. Although only in its third season this stove has taken a firm hold with the public and is daily increasing in popularity.

there looking after and directing the developments and improvements. Mr. Morley has just finished the opening up of a wagon road from Schreiber to the mine, and from now on he will make steady shipments, and expects to work the mine during the coming fall and winter with a force of 75 to 80 men. The property is a very rich one, and the indications as far as the work has been gone on with are up to the expectations of the manager, Mr. Morley.

PROMPT SHIPMENT AND CAREFUL ATTENTION

GIVEN TO ALL ORDERS

Sanderson Percy & Co. 61, 63 and 65 **Toronto**
Adelaide St. West,

**PAINTS, OILS, VARNISHES
AND WINDOW GLASS**

"JUST A LITTLE CHEAPER THAN THE REST."

Visitors to the Fair . . .

We invite you to inspect our stock of Bicycles, Guns, Rifles and General Sporting Goods. Our prices will surprise you, as we are able to quote lower prices than any other house consistent with good quality.

The **R. A. McCREADY CO. Ltd.**, Temporary Premises **Toronto, Ont.**
219-221 Yonge Street

STORE OPEN TILL 10 P. M.

POWDER . . .

PIGOU, WILKS & LAURANCE (1-lb. tins).

SNAP SHOT

CANADIAN RIFLE

F.F., F.F.F.

DUCKING

TRAP

NORTH-WEST RIFLE

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. **TORONTO**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 11, 1896.

HARDWARE.

THERE is rather more activity to note in some lines of general hardware this week, but considering the market as a whole the change is not appreciable and business is not up to the average volume for this season of the year. Values generally are steady, but some readjustment has been made in the case of cut nails. Fencing wire has picked up a trifle, and demand for hay-baling wire continues. Wire nails have also looked up this week. Horseshoes exhibit an improving tendency, and the same applies to stove bolts, etc., while a fair demand is maintained for screws. Rope and chain cow ties are receiving more attention, while cutlery and sporting goods show genuine activity. Tin, ironware and building paper also present a better feeling, and small lots of cement are moving with more freedom. Complaints regarding payments continue.

PLAIN WIRE—There is some demand for fencing wire, while business in hay-baling wire still keeps up. Values are unchanged. Jobbers in Quebec are allowed an extra 5 per cent. on hay-baling wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—Only a few orders are noted. We quote: \$3.12 1/2 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100

lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Demand for these is somewhat better, but the change is not of an appreciable kind. Discounts are: 70 and 10 f. o. b. Montreal for Quebec province, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, Manitoba and Territories, 67 1/2 c.

CUT NAILS—The base price is still \$2.75, f.o.b. Montreal, with a rebate of 5c. off the face of the invoice. Terms of delivery and cash discounts unchanged.

HORSE NAILS—There is no change in these, business ruling quiet, with discounts at 50 per cent.

HORSESHOES—There is an improving tendency to the demand for these. Prices are unchanged at \$3.50, and steel \$4.75 to \$5.75.

SCREWS—A fair demand is maintained for screws. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77 1/2, 10 and 5 per cent.; round head brass, 72 1/2, 10 and 5 per cent.

BRASS AND COPPER WIRE—There is no activity to note in this line. Discounts are on the basis of 12 1/2 per cent.

CARRIAGE BOLTS—No change in these, demand ruling quiet. Discounts, 60 per cent.

IRON RIVETS—There is a fair demand for stove bolts. Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—There is a moderate demand for these. Discount, 50 per cent.

ROPE—There is a fair demand for rope. We quote: Sisal, 6 1/2 c. for 7-16 and upwards, and manilla, 8 1/2 to 8 3/4 c. for 7-16 and upwards.

BELTING—Quiet and steady. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra, and 50 to 60 per cent. on No. 1.

CHAIN—Demand is opening out well for cow ties, etc., a good many orders being booked this week.

CUTLERY—There is a fair demand for small assortments of cutlery, which results in a fair volume of orders.

SPORTING GOODS—All kinds of sporting goods in the shape of guns, rifles and ammunition are increasing in demand.

APPLE PARERS—Orders for these are still in hand unfilled, which will result in business for fully a week yet.

PLUMBERS' SUPPLIES—Business in this line is quiet.

CHURNS—There is little change. Discounts, 70 per cent.

CLOTHES WRINGERS—Business quiet and prices unchanged at \$26.50.

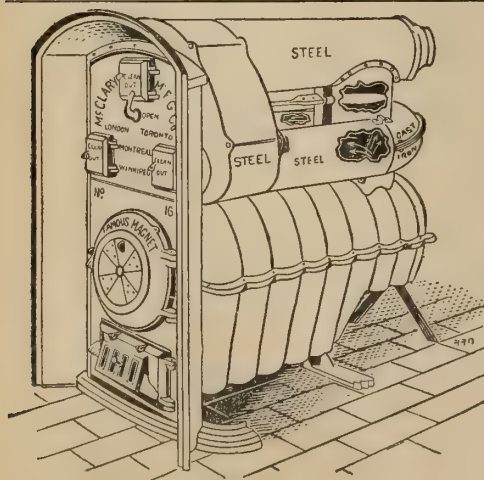
AXES—A good demand is experienced for axes. Sales of buck axes are noted at \$5.75 and ordinary chopping at \$7. Small steel are held steady at \$5 50.

TOOLS—Business quiet, with a few spades and shovels moving.

TINWARE—There is a good demand for stove and kitchen furnishings of all kinds.

IRONWARE—Business is opening out well in enamelled, granite and plain ironware.

BUILDING PAPER—There is a better demand for this, though business cannot be



The "FAMOUS MAGNET" Wood Furnaces

Each season increases their popularity.

Their immense heating power, economy in fuel and ease of management commend them to all. We will this season make them in eight sizes—Nos. 12, 14 and 16, with three steel cylinders in radiator, Nos. 112, 114, 116, 17 and 19, with four, giving a line suitable for all conditions.

We can gladly refer you to every buyer who has handled them, and it will pay you to investigate their merits.

The McClary Mfg. Co., Ltd.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. Clothes Lines and Semaphore Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

You Can't

get any higher than the top, nor any better than the best. The "C" brand of horse nails are conceded to be the best in quality, pattern and general excellence. Why not have the best? You can, if you will order and insist upon being supplied with the "C" brand made by us.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows**. The whitest and most brilliant. For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

called active. We quote: Plain building, 30 to 35c.; tarred lining, 40 to 45c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—There is an improved demand for small lots of cement. Prices are steady. We quote: English, \$1.95 to \$2.05, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—A fair trade is reported in firebricks, prices ruling steady at \$16 to \$21 per 1,000.

METALS.

There is no change in metals of importance, except that prices in the case of round lots of tin have been shaded a trifle, while freer arrivals of Canada plates have led to slight reductions in value.

PIG IRON—The only large transactions are in Hamilton pig iron on the basis of \$18 laid down, while Nova Scotia brands are offering at \$16.50 to \$17, with sales within that range. No business is reported in Scotch iron. We quote as follows: Summerlee and equal brands, \$19 to \$19.50. Carron, \$19.50, and Nova Scotia pig, \$16.50 to \$17.50, according to grade; Hamilton pig, \$18.

BAR IRON—Values on bar iron continue in buyers' favor, and it is said that \$1.50 has been shaded here in the case of round lots. We still quote \$7.55 f.o.b. for ordinary jobbing quantities.

HOOPS AND BANDS—There is a fair enquiry for both hoop and band iron on the basis of \$2.30.

SHEET STEEL—Trade quiet and prices unchanged at \$2.50 to \$2.75.

SHEET IRON—Some demand is noted for black sheets in a small way. The basis is still \$2.60 to \$2.70 for the more standard gauges.

TINNED IRON—Quiet and unchanged on the basis of \$5.75 up to 24 gauge.

GALVANIZED IRON—There is a better demand in a jobbing way for galvanized sheets. We quote: "Queen's Head," \$4.25 to \$4.50, and "Lion" brand \$5.25 to \$5.50.

LEAD PIPE—There is a quiet, steady trade at 7 to 7½c., with 30 off.

PIG LEAD—There is little change in lead. Prices range from \$3.15 to \$3.25, and it is likely that the inside might be shaded in the case of a round lot.

PIG TIN—There is a moderate jobbing call, while prices are easier at 15½ to 16c.

INGOT COPPER—Without striking feature, prices ruling unchanged at 12 to 13½c.

SHEET COPPER—A few small sales occur at 16c.

IRON PIPE—There is some enquiry for iron pipe. Discounts range from 65 per cent to 70, 10, and 5 per cent.

CANADA PLATES—Supplies are coming forward more freely, while demand is ex-

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC, IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729

There are many wheels of good quality on the market but the finest of all is the

"Dayton"

See it for yourself.

J. & J. Taylor

TORONTO SAFE WORKS

panding. Round lots have changed hands from \$2.15 to \$2.20, but for ordinary jobbing lots we quote \$2.25.

TIN PLATES—Continue quiet and steady. values are nominally unchanged, but it is claimed that \$2.75 would be shaded in the case of a round lot of coke. Charcoal range from \$3 to \$3.65, as to brand.

TERNE PLATES—There are only a few small orders claiming attention. Prices are steady at \$5.75 to \$6.25.

SOLDER—Unchanged at 11½ to 13c.

SHEET ZINC—Quiet, with prices held steady at 5¼ to 5½c.

SPELTER—Dull at \$4.50 to \$4.75.

ANTIMONY—Featureless at 10c.

GLASS.

There is a better demand for window glass since last week's advance, and a fair volume of business is passing at this writing. We quote: First break, \$1.30; second, \$1.35 to \$1.40, per 50 feet; and \$2.80 to \$3.00 for third break, per 100 feet.

PAINTS AND OILS.

There has been an all-round improvement in this department during the past week. While the Exhibition will exercise a check on the demand for another week or so, there still is a better feeling, and the confidence that the fall trade will open up fairly well. There is no special feature in values. Turpentine, which threatened to jump in the south a couple of cents, has been checked by further arrivals, and the price is only firm at our last week's quotation. There is a good consumptive demand for white lead and linseed oil, both items being quoted steady.

WHITE LEAD—Best brands in good demand at firm rates. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—In steady enquiry at recent quotations. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Somewhat active at scheduled prices.

LINSEED OIL—Steadier and fall orders coming in freely. We quote: Raw, 47c.; boiled, 50c., Montreal terms.

TURPENTINE—Steady at last week's quotation, namely 38c. for single barrels, 5 barrel lots 37c. These quotations are Montreal terms, which allow one gallon outage and 3 per cent. 30 days.

CASTOR OIL—Light stocks with prices steady at 7½ to 8½c.

NAVAL STORES—Fair demand. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is a fair amount of business doing in heavy chemicals. Private cables are steady. We quote: Bleaching powder, \$2; bicarb,

soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

HIDES.

There is no change in hides, which range from 3 to 5c., according to grade.

PETROLEUM.

There is a fair demand for petroleum, without any change to note in values, which are as last reported.

ASHES.

The receipts of ashes during the past week have been quite up to the average, but as the demand from abroad continues fair, stocks do not accumulate to any extent, consequently the general feeling, if anything, is better, and prices are fully maintained. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

The week's receipts of firebricks were 19,000.

Best brands of white lead are quoted in fair demand at firm prices.

Arrivals of cement for the past week were 2,850 barrels English and 3,600 barrels Belgian.

Advices from the south note freer arrivals of turpentine. This has prevented the expected advance.

Prices in round lots both of Canada, tinplate and bar iron, have, it is claimed, been materially shaded during the week.

Demand for Rodgers' cutlery is very brisk from importers at present. The firm attribute this to the fact that they have consistently protected the interests of their customers by the laws both in England, the colonies and abroad.

Orders for Magnolia metal are heavy with Caverhill, Learmont & Co., ranging from 30 to 50 boxes daily during this week. The demand comes from the Atlantic to the Pacific. The firm were appointed agents for the metal on the 1st of July last.

ONTARIO MARKETS.

TORONTO, Sept. 11, 1896.

HARDWARE.

THE week has been one of a great deal of activity around the wholesale hardware houses. Being the second week of the Exhibition, a large number of merchants were in the city, and naturally a great many called on the wholesale men, either to buy or pay their respects. Most of them placed orders of some kind, but the

buying was done with a great deal of caution. There were some large orders booked, but as a rule the parcels were small. The orders, however, being numerous, have kept the men in the shipping rooms busy. At the same time, however, the aggregate volume of business does not appear to have been as large as a year ago. The chief line in demand at the moment is sporting goods, which are going out briskly. This is about the only line which presents any striking features, the demand for other lines being of a sorting-up character. Payments are slow, which is usual at this time of the year.

ORDINARY FENCE WIRE—Very little doing. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Dull. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

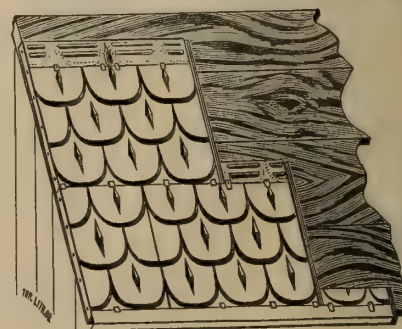
WIRE NAILS—Not much doing, and the feeling is somewhat unsettled. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

CUT NAILS—Trade is quiet and featureless. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade remains much

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

about the same as a week ago. Discount, 50 per cent.

HORSESHOES—A fair demand is to be noted. We quote, f. o. b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—There is the usual demand. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Trade is quiet. Discount, 10 to 12½ per cent.

CARRIAGE BOLTS—Business is steady and prices unchanged. Discount, 60 per cent.

RIVETS AND BURRS—Demand keeps fair. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—Rope halters and plough lines are about the only articles in the rope line that are experiencing any demand. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—On account of competition prices have been somewhat reduced.

CUTLERY—A good many odd lines have been going out during the week, being picked up by country merchants in the city. Generally speaking, there is the usual sorting up trade being done.

SPORTING GOODS—Have, during the past week, been receiving more attention than any other one line in the hardware trade, the demand for guns, rifles and ammunition being active.

APPLE PARERS—There are still a few going out.

PLUMBERS' SUPPLIES—Trade is in much the same condition as a week ago. Prices rule at \$3.75 to \$5.25.

CHURNS—Quiet. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Trade is without special feature. We quote \$26.50 as the ruling price.

TOOLS—Corn hooks are still going out freely. The same applies to grain scoops. Spades and shovels are not called for as lively as they were.

AXES, ETC.—The demand in this line does not yet amount to much.

BUILDING PAPER—Trade appears to be fair. We quote: Plain building, 35c. per roll; tarred lining, 45c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

GRANITE WARE—A further increase in the demand is being experienced, particularly for preserving kettles.

YOU may not be aware that we use only pure linseed oil and turpentine in our paint, and that is **ONE** reason why our

Steel Shingles and Siding Plates

. . . ARE SO DURABLE.

We never use benzine nor fish oil. There are "lower priced" goods than ours, but none "cheaper."

"Coalite," the new preservative for metal, is made only by

Metallic Roofing Co., Ltd. - Toronto.

FALL SPECIALTIES—Furnaces, stoves, coal hods, stove boards, and goods of that description are beginning to go out nicely, although the demand is as a rule for small lots.

METALS.

The metal market does not present any striking features this week. Sheet steel and Canada plates are both experiencing an improved demand. The same may be said of sheet zinc.

PIG IRON—There is no demand whatever, and no one seems to be even submitting quotations.

BAR IRON—Business is almost at a standstill. Base price is still \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—A fair demand is still to be noted. We quote: \$2.30 to \$2.35.

SHEET STEEL—A nice improvement in trade is to be noted this week. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Is not moving as freely as it was. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—There is a fair demand for small lots. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅞c. per lb.

GALVANIZED IRON—The improvement noted last week continues. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¼c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less, and small lots are ¼c. higher.

LEAD PIPE AND TRAPS—Trade is steady. We quote: Lead pipe, 7c.; lead waste, 7¼c., discount, 30 per cent. off; traps, dis-

count 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet, with discount unchanged at 60 and 5 per cent.

PIG LEAD—Demand continues fair at unchanged prices. We quote 3¼ to 3½c. for small lots.

INGOT TIN—A fair demand is reported for small lots at 16 to 16½c.

INGOT COPPER—Quiet and unchanged at 12½ to 13c. for small quantities.

SHEATHING COPPER—Much as before. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Business is still fairly active. Discounts on Canadian pipe from stock are as follows: ¼-inch, 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent. English we quote as follows: ¼, 60 and 10 per cent.; ⅜ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Trade is steady. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$5.50; 35 gal., \$6.50; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—During the past week there has been a slight improvement in the demand for Canada plates. Prices from stock are now held firmly at \$2.35 for half-polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—There has been an improved demand during the week, principally for the better qualities. We quote: Charcoal,

M.L.S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

CHAIN—In this line cow ties are the only things which are receiving attention. Quotations on coil chain are: $\frac{1}{4}$ in., $4\frac{1}{2}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Trade has improved slightly, some orders a little larger than usual having been received. We quote: "IC," \$6; "IX," \$8.

ZINC SPELTER—Very few orders are being received, the volume of business generally being light. We quote $4\frac{1}{2}$ to $4\frac{3}{4}$ c., according to quality.

SHEET ZINC—Quite a number of cask lots have changed hands during the week, and there is a general improvement in business to be noted. We quote 5c. for cask lots, and $5\frac{1}{4}$ c. for small lots.

ANTIMONY—Dull. We quote: 8 to 9c. for Cookson's.

OLD MATERIAL.

The conditions are much about the same as a week ago. We quote as follows: Agricultural scrap, 45 to $47\frac{1}{2}$ c. per cwt.; machinery cast, $47\frac{1}{2}$ to 50c. per cwt; stove cast scrap, $27\frac{1}{2}$ to $32\frac{1}{2}$ c.; No. 1 wrought scrap, 40 to 45c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to $7\frac{3}{4}$ c. per lb (bottoms), heavy scrap copper, $7\frac{1}{2}$ to 8c.; new light, 7 to $7\frac{1}{2}$ c.; light scrap brass, 4 to $4\frac{1}{2}$ c.; heavy yellow scrap brass, $5\frac{1}{2}$ c.; heavy red scrap brass, 6 to $6\frac{1}{2}$ c. scrap lead, 2c.; zinc, $1\frac{1}{2}$ to $1\frac{3}{4}$ c.; scrap rubber, $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

The demand for window glass continues to improve. A great many enquiries are coming in for plate glass, and a good deal of business is being done. There is not much being done in fancy glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.25 to \$1.30; ditto, second break, \$1.40; 100-foot boxes, first break, \$2.40 to \$2.60.

PAINTS AND OILS.

Notwithstanding the diversion from business occasioned by the several exhibitions, it is stated that there is a decided improvement in the volume of trade done during the past week by the paint, oil and varnish jobbers. White lead is especially in active request, and, when white lead is called for, linseed and turpentine also feel the demand. In these three staples, it may be said, a fair September trade

is being done. Red lead is quiet, but prices keep firm on the following basis: In dry colors there is a brisk enquiry for Indian reds and oxides. Venetian red and mortar colors are also holding up well. Most of these natural colors are now produced direct from the ore in Canada, and some beautiful samples were shown at the Toronto Fair. Varnishes are beginning to show some life, and by the number of salesmen gathered in town this week one would imagine a varnish convention was in session. Ready-mixed paints are rather quiet. Stocks are light and buyers are evidently keeping them so. Small lots of painters' sundries and artists' materials are commencing to move. Stains, enamels, sponges and chamois skins, quiet.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Guelph: Raw, 1 to 4 barrels, 46c.; ditto, 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; ditto, 5 to 9 barrels, 48c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c.

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton and London are 2c. less than the above.

GUM SHELLAC—30 to $32\frac{1}{2}$ c.

CASTOR OIL—In cases, $7\frac{3}{4}$ c. per lb. and $8\frac{1}{2}$ c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at $2\frac{1}{2}$ to 3c. in barrels and $4\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 $\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

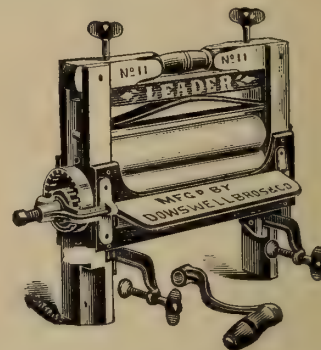
PETROLEUM.

Business continues to improve, particularly in illuminating oils. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $15\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, $19\frac{1}{2}$ c.; Pratt's astral, $19\frac{1}{2}$ c. in bulk.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

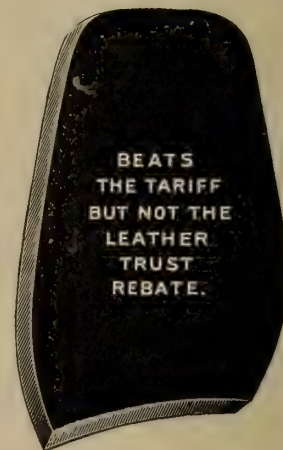
Hardware and Metal, Toronto



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

HIDES, SKINS, WOOL AND TALLOW.

The following prices are being paid by Toronto dealers: Hides, No. 1, 5c.; No. 2, 4c.; No. 3, 3c.; Calfskins, No. 1, 5 to 6c.; No. 2, 5c.; wool fleece, 18 to 19c.; sheepskin, 50c.; tallow, rendered, 3½ to 4c.

MARKET NOTES.

T. Crevier & Fils, foundry, Montreal, have compromised at 25c. on the dollar.

Sporting goods are occupying the greater share of the attention of the hardware trade at the moment.

John W. Donaldson has been registered proprietor of the firm of Robert Donaldson & Son, machinists, Montreal.

UNITED STATES MARKETS.

NEW YORK, Sept. 11, 1896.

PIG TIN—Demand here was moderate. London advices by cable were very tame and the arrivals of tin were heavy. Despite this rather unfavorable combination of facts, prices were held quite steady. For round lots, f.o.b., about 13.30 to 13.35c. was quoted. The arrivals here were 215 tons, making a total of 645 tons thus far this month.

COPPER—There was no visible improvement in business or in the demand, nor did sellers change their attitude. In fact, the situation is practically the same as it was a week ago, with sellers asking 10¾c. upward for Lake Superior ingot, 10¼ to 10¾c. for electrolytic. London cables were somewhat firmer.

PIG LEAD—Prices were generally quoted firm at 2.75 to 2.77½c. on the spot for common western, but dealings were on a very moderate scale and the demand lifeless. London cable quoted £11 1s. 1d. for soft Spanish.

SPELTER—The market remains dull, with prices rather weak at 3.55 to 3.65c. for western brands delivered here, or at common point. London cable was £16 17s. 6d. for good merchant brands.

ANTIMONY—Moderate business at old prices is all there is to report. Regulus quoted at 7¾c. for Cookson's, 6¾c. for Hallett's and 6½c. for Japanese, from store.

TIN PLATE—Business continues very quiet, and the demand is no better. Prices, however, are held very firmly.

IRON AND STEEL—The general trade is in fair shape. Buyers are conservative for the most part, but orders were reported more numerous in some quarters.

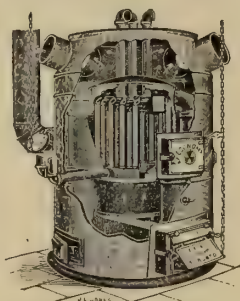
A LARGE CONTRACT.

The contract for concreting the large dam at Chambly Water Power Co.'s works, at Chambly, Que., has been awarded. The successful tenderers are Peter Lyall & Sons,

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating Engineers

189-193 Queen St. East **TORONTO**

BOECKH'S STANDARD

BRUSHES

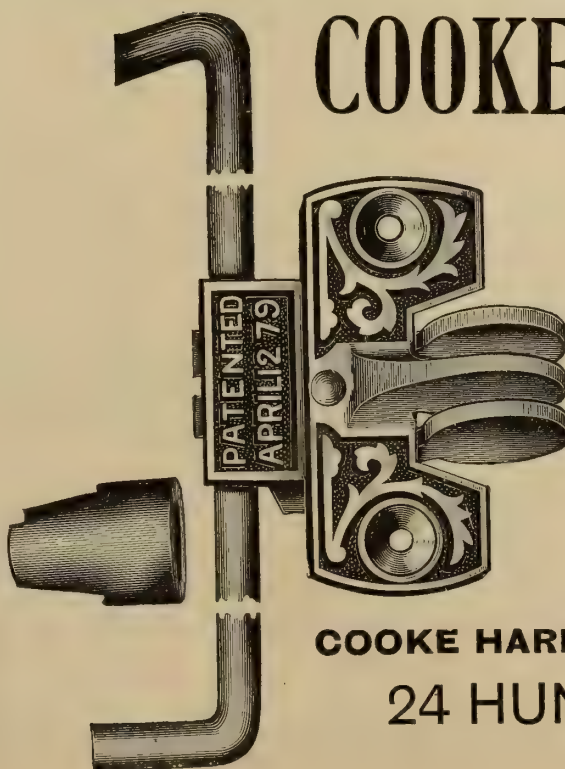
The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS . . .

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable



SEND FOR CATALOGUE

COOKE HARDWARE CO.**24 HUNTER STREET****HAMILTON, ONT.**

who were taken over ten others, many of whom were from the Western States. The contract involves work estimated at \$300,000 to \$400,000 and is to be completed by October, 1897. The contractors have started work already, having ordered a large quantity of cement and other supplies from Francis Hyde & Co. this week.

COUNTRY MERCHANTS IN TOWN.

THIS is the second week of the Industrial Exhibition at Toronto, and there have been a large number of country merchants around the wholesale warehouses. The number is probably larger than a year ago, but the same cannot be said with regard to the orders placed. The increased cautiousness which has been so characteristic of merchants during the past few years is probably more pronounced this year. There have been some good sales made, but, as a rule, the individual orders do not run over two or three pages of the order sheets. Stocks in the country are, however, light, and with the good crops that are general all over the Dominion, the outlook is generally looked upon as being good. Payments are rather poor, but this is usual at this time of the year. It is next month that an improvement is looked for in this respect.

These are among the merchants who were noticed touring the wholesale warehouses: I. W. Bennett, Gananoque; Ed. W. Cox, of Micks & Cox, Peterboro'; R. J. Bruce, Port Perry; Alex. Cameron, of Cameron & Cameron, Beaverton; G. Seiber, Karlsruhe; W. Huffner, Boissevain, Man.; C. W. Deverill, Ravenshoe; W. McClure, of H. G. Delaporte, Sydney; A. D. Ellis, Simcoe; Frank Taylor, Carleton Place; H. P. Merrick, Mitchell's Square; W. Ough, Aurora; Joseph Heard, Fenelon Falls; Capt. Blain, Brampton; W. Stevenson, Willowdale; Frank Smith, Vittoria; C. B. Routley, Peterboro; W. J. Morrish, Highland Creek; F. W. Parker, Cache Bay; S. T. Suggett, Grand Valley; Mr. Rork, of Hackerman & Rork, Norwood; John Mc-

Pherson, Woodville; H. T. Ladell, Port Sydney; T. Rose, Georgetown; H. J. Wilson, Niagara-on-the-Lake; D. Sutherland, Wingham; James Clarke, Brechin; A. D. Ellis, Simcoe; Mr. Palmerton, Simcoe; Mr. McEdwards, of McEdwards & Moore, St. Catharines; W. Kriesel, New Dundee; Fred Hatch, Whitby; J. W. Macdonald, North Bay; T. W. Davis, Ripley; J. H. Allis, Essex Centre; M. Pearce, Parry Harbor; F. A. Campbell, Mitchell; W. Reid, of Reid & Wilson, Seaforth; J. Reid, of James Reid & Co., London; C. Reynolds, Bethany; Mr. Padget, of Padget & Hay, Unionville; H. Hymmen, Berlin; A. E. Micks, of Micks & Cox, Peterboro; R. Lee, Connor; G. A. Stanley, Lucan; W. Gordon, Tweed; J. W. McNab, Chepstow; H. H. Otton, Barrie; W. H. Johns, Southampton; C. Kitchen, Bolton; J. Hackett, Hockley; W. J. Foster, Port Hope; J. H. Glendining, Sunderland; Mr. Kelley, of Kelley & Marshall, Orangeville; R. Thomson, Seagrave.

COMBINED INDUSTRIES.

The St. John Rolling Mills and Bolt Works Co. has purchased the Coldbrook Rolling Mills and the St. John Nut and Bolt Works, and have applied to the Government for letters patent. The bolt works proprietors are at present operating both establishments. A large amount of money has been expended on both works since they were acquired by the new company, and they intend to carry on an immense business and manufacture an article that will compare with any in America. The combined establishments will employ from 100 to 150 men.—Telegraph, St John, N.B.

A PUSHING FIRM.

James & Read, a firm of Perth hardware merchants, are pushers. Encouraged by their previous ventures in handling bicycles, they this season branched out more extensively. With this end in view

they set apart a room about 20 by 30 feet as a show-room for bicycles, and in another part of the building put in machinery for making bicycles as well as repairing them, while in their employ are two expert machinists. The wheel they make is known as the "J & R." They have, during the season, done an extensive business, having sold 150 machines. Besides their work on bicycles James & Read do a great deal of machinists' repairs generally. The firm will make a display of wheels at the local exhibition which opens on the 15th inst.

PERSONAL MENTION.

Mr. J. Kerrigan, of the Hobbs Hardware Co., London, was a visitor in Toronto this week.

Mr. W. Vallance, of Wood, Vallance & Co., Hamilton, was in Toronto on Thursday.

Mr. Whitton, of the Ontario Tack Co., Hamilton, was in Toronto on business on Thursday.

Mr. W. Kennedy, of Bowman, Kennedy & Co., London, was among Toronto's visitors this week.

Mr. Wm. McMaster, of the Montreal Rolling Mills Co., Montreal, is in Toronto this week seeing the trade and "doing" the Exhibition.

Mr. Gunn, representing the Henry W. Wellington Co., Boston, made one of his usual business trips to Toronto this week.

Settlers and dealers from the wood districts state that the price of cordwood this winter will be high. This is due to the low price that prevailed last year, which resulted in a limited cut, consequently the supply available for the market is insufficient to meet requirements. There is plenty of dry poplar at Oakville and other points along the N. P. Portage branch, but it is all owned by the railway company.—Free Press, Winnipeg.

HOBBS HARDWARE CO. London, Ont.

Special Drives during Fair Week, September 14th to 19th.

Breech Loading Guns from \$5.50 up. Single Barrel Muzzle Loading Guns from \$1.75 up. Western Gun powder, \$3 per keg of 25 lbs., also large job line of Cutlery and other goods. Call and see us, our travellers will be here to give you every possible attention and make your visit a pleasant one.

Hobbs Hardware Co., London.

Cow Ties

OPEN RING
CLOSED RING and
WALTON



Our COW TIES are made of Brown's Patent Steel Chain. There is no other on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our TIES of a given number are fully equal in strength to a size larger of any other make on the market. Write for Catalogue.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

ELECTRICAL DEVELOPMENT IN EUROPE.

L'Industrie Electrique publishes the following figures in regard to electrical development in Europe: There are 560 miles of electric roads in Europe, which is an increase of 125 miles in one year. The number of electric cars has increased from 1236 to 1747 in the same time. Germany has 250 miles of electric roads and 857 motor cars. France has 82 miles and 225 motor cars. Great Britain has 65 miles, with 168 cars, and Austria-Hungary has 45 miles, with 157 cars. Next come Switzerland, Italy, Spain and Belgium, in the order given, while Russia has but one electric railroad, with 6 miles of track and 32 motor cars, and Portugal ends the list with 1 7/8 miles. Of the 111 European lines 91 are overhead trolleys, of which there were 35 in Germany, 12 in Switzerland, 10 in France, and 7 each in England and Italy, and 6 in Austria-Hungary, etc. Of electric railroads with underground current there were but three at the beginning of this year, one each in England, Germany and Hungary. Nine

lines are provided with an insulated central track, through which the current is conducted, eight of these railroads being in Great Britain and one in France. The remaining eight lines are provided with accumulators. Of these, four are in France and two in Austria, and one each in England and the Netherlands.

CEMENT WORKS IN GERMANY.

There are, according to Kuhlow, some 63 cement works in the whole of Germany. The Rhine is the principal centre of this manufacture, but in the neighborhood of Hamburg there are three or four in operation for the production of the article. The annual production of Germany amounts to nearly 11,000,000 barrels, giving employment to some 1,800 hands, whose annual earnings amount to some £698,780. The largest customers for this article in Europe are Russia and Norway, and of transatlantic countries, the United States, Brazil, Chili and Venezuela. The exportation to Great Britain and British possessions is comparatively small. The following table gives ap-

proximately the quantity and value exported to European and other countries:

Country.	Cwts.	£
Norway.	58,500	6,700
Russia.	34,353	2,900
United States.....	1,381,872	168,000
Brazil.	446,340	40,200
Chili.	131,000	13,000
Venezuela.	103,000	9,800

TO DEVELOP MINING PROPERTIES.

One of the first companies organized under a Dominion charter for mining in British Columbia is that just applying for incorporation, composed of strong local and eastern men. The applicants are Hon. Hugh J. Macdonald; Geo. A. Cox, president of the Canadian Bank of Commerce; J. H. Brock, manager Great Western Life Assurance Co.; W. J. Christie, deputy collector of inland revenue; Thomas Kelly, contractor; Frank H. Phippen, barrister; D. E. Sprague, mill owner; J. H. Brown, deputy registrar, and George Broughall, insurance inspector. The object of the company is the development of mining properties, and the working and carrying on of mines. The capital stock is \$200,000, and the head office will be in Winnipeg.—Free Press, Winnipeg.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

PRACTICAL BUSINESS ORGANISER.

IN conversation with one of the keenest of business men and critics the other day, says The Northwest Merchant, the affairs of a certain widely-known and very extensive wholesale house of the Northwest were mentioned. "That concern," said the critic, "is a case of one-man power. The head of it is so thoroughly imbued with the idea that every transaction must come under his personal observation and be passed upon by himself, that he is not only working himself to death, but it actually interferes with the efficiency of everybody under him. There are two classes of men who have made conspicuous success—one is the believer in this one-man power business and the other is the practical organizer. The latter knows good men when he sees them; he thoroughly organizes every department of his business and places a man over each who knows how to run it, and then he lets him run it, holding him accountable for results only. If the head of such a concern leaves business for a month he is not haunted with the idea that it will go to eternal smash before he returns. The other man believes in assuming all responsibility and, so far as he can, in doing all the work. I have seen many of them doing work which they could hire a \$25-a-week man to do equally as well; and the business conducted by these men depends so largely upon their actual and continued personal supervision that the loss of it for only a brief time means disorganization and possible collapse. Bankers are beginning to realize that the man with a faculty for organization and who builds up a business that can be conducted in his absence and not be disrupted at his death, is the safest man to loan money to. They are beginning to inquire more than ever whether the business on which they are expected to risk their capital is one that will stop when one man ceases to turn the crank."

ONCE CLERK, NOW BOSS.

It makes a great deal of difference with some men whether they are clerks or proprietors of stores as far as work is concerned, says a Denver paper, and we know of no better illustration than the case of a dealer who has a store on the corner of Twenty-fourth and Larimer. Some months ago this party was clerking in a down-town retail clothing store. He was a prominent member of the clerks' union, and he devoted all his spare time to getting the stores to close at 6 o'clock. He was not only an enthusiast on the question, but believed in extreme methods, such as a boycott to compel the dealers to close. A few months ago he went into business for himself, and now he keeps open till 10 o'clock every night and all day on Sunday, and woe to the

clerk who would dare to make a protest in behalf of shorter hours. Here is consistency for you.

THE STORE STATIONERY.

There's a heap of sense in the following clipping from The Typographic Advertiser: "Use this argument with your customers: The way to fail is to use cheap printing. The addressing, folding, enclosing, sealing

and stamping of five thousand circulars, with postage, will cost at least \$65, whether the circular is good or bad. Notwithstanding this fixed charge, some strive to save a dollar or two on the cost of printing, although the goods advertised are going to be judged by the character of the printing, just as a house is judged by the character of its salesmen. Good printing costs a little more, but that 'little more' brings greater returns than any other part of the cost."

The GLOBE FILE MFG. CO.

MANUFACTURERS OF

PORT HOPE
ONTARIO**Files and Rasps****WARRANTED.**

LARGEST

Production
Variety
Stock
Demand

Write for prices

WAREHOUSE:

WALTER GROSE
Agent30 St. Dizier
Street**MONTREAL****Marlin Repeater Take-Down**

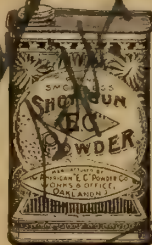
Can be furnished with any length of barrel up to 32 inches. Round,



octagon or half octagon, full or half magazine, straight or pistol grip, plain or selected wood. The barrel is screwed into the receiver by several complete turns, as in our regular rifle. There can be no looseness from wear. No danger, for the rifle is as solid as our regular rifle, even before cam is applied. Write for catalogues to

THE MARLIN FIRE ARMS CO.

NEW HAVEN, CONN., U.S.A.

**E. C. Smokeless Powder . .**

Adopted by nearly all Canadian and American Gun Clubs.

Very Low Prices

In stock—One Pound Tins. Ten Pound Drums.
Fifty Pound Kegs.

HOBBS HARDWARE CO.

Agents . . .

LONDON

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

A NOVEL EXPERIMENT.

THE most curious experiment ever made with a piece of ordnance was at Portsmouth, England. A stage, according to Invention, was erected in the harbor within the tide mark; on this an Armstrong gun of the 110-pound pattern was mounted. The gun was then loaded and carefully aimed at a target—all this, of course, during the time of the low tide. A few hours later, when the gun and the target were both covered with water to a depth of 6 feet, the gun was fired by means of electricity. We said "aimed at a target," but the facts are that there were two targets, but only one was erected for the especial experiment, the other being the hull of an old vessel, the Griper, which lay directly behind the target and in range of the ball. The target itself was placed only 25 feet from the muzzle of the gun. It was composed of oak beams and planks, and was 21 inches thick.

In order to make the old Griper invulnerable, a sheet of boiler plates three inches thick was riveted to the water-logged hull in direct range with the course the ball was expected to take. if not deflected by the water. On all of these—the oaken target, the boiler plates and the old vessel hull—the effect of the shot from the submerged gun was really startling. The wooden target was pierced through and through, the boiler iron target was broken into pieces and driven into its "backing," the ball passing right on through both sides of the vessel, making a huge hole, through which the water poured in torrents. Taken altogether, the experiment was an entire success, demonstrating, as it did, the feasibility of placing submerged guns in harbors in times of war and doing great damage to the vessels which an enemy might despatch to such points for the purpose of shelling cities.

SHIPMENT OF PIG IRON TO JAPAN.

The first consignment of pig iron sent from the United States to the far east will be taken to Japan on the ship Susquehanna, that was last week being loaded at Philadelphia for Kobe. The iron came from Alabama, and was brought here by the Ocean Line steamships, and was lightered from them to the big ship.

The Japanese propose to test the iron by using it in the manufacture of various kinds of ship and railroad machinery, and, if satisfactory, larger quantities will be ordered. Samples already sent there induced the purchase of the consignment, which was found to be superior to the European product. While the cost of the product is less than either the English or German product, the transportation charges alone prevent the driving from the Orient of all other iron.

QUALITY, FINISH AND NEATNESS

are three points of

H. BOKER & CO'S.



Razors,
Scissors and
Pen-Knives.

RICE LEWIS & SON, LIMITED
TORONTO.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices

Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Rhode Island Pattern Horseshoes.

"Korrek" Shape. Quality Guaranteed.

THE CANADA PLUMBER AND STEAM-FITTER

THESE has not been anything peculiarly marked in the plumbing and steam-fitting trades during the week. Business on the whole is not as brisk as it was, and it appears that steam-fitting is what is keeping the water plumbers and steam-fitters the most employed just now.

PRESIDENT BURROUGHS IN NEW YORK.

President W. J. Burroughes, of the Master Plumbers' Association, Toronto, spent the greater part of last week in New York and Boston, whither he went principally on business bent. "I was fortunately in New York when the master plumbers were in convention there. They have a great organization. I met two or three men who away back in the sixties were my bosses in New York. Work in New York? O, it is good, taking into consideration the uncertainty regarding the currency. They have some big jobs on hand. I went into a building which is nearly completed. I was with one of my old employers, who has the plumbing and heating contract. 'I can only take you up to the nineteenth storey by the elevator,' he said to me. 'If you had come a few weeks later I could have taken you up to the twenty-sixth storey.' That building is twenty-six storeys," explained Mr. Burroughes. And then he added: "You know, New York is outstripping Chicago in the way of high buildings."

OHIO'S NEW PLUMBING LAW.

According to the Ohio plumbing law, which was passed a few months since and is now operative in that state, local boards of health have control of plumbers' licenses. The health boards in cities of 5,000 inhabitants and upwards, and in all cities that have a system of public water supply and sewerage, are required to appoint a board of examining plumbers, also to appoint one or more plumbing inspectors, and to prescribe rules for the construction and alteration of drainage. A circular letter recently issued by Dr. C. O. Probst, of Columbus, O., secretary of the State Board of Health, urges uniformity in the rules that are adopted. This is a matter in which plumbers of the state of Ohio generally are interested, and they may be counted upon as giving every possible assistance in the direction named.—Sanitary Plumber.

NOISY RANGE BOILERS.

The pounding noise heard in connection with range boilers, while not dangerous in itself, should be taken as evidence that there is something wrong, and the warning thus given should be acted upon by having a

plumber remedy it, especially so if it be a common occurrence, and when the servant girl says, "It didn't use to," writes "Oliver Twist" in The Metal Worker. This noise, we are told, is caused by steam being generated in the water back, which, when met by water cold enough to condense it, produces a vacuum or empty space. The water then rushing in rapidly to fill this void causes the pounding, which is not at all pleasant to an average housekeeper. Several reasons are given why the water back produces steam: (1) There may be too much heating surface exposed to the fire; (2) the circulating pipes, or water back, may be filled with sediment; (3) there may be "sags," "traps," "bends," or other obstructions which impede circulation.

When a pipe coil is used as a water back good judgment should be used to make it of sufficiently large internal diameter, that will preclude its easy choking by a collection of sediment, etc. One-inch pipe is a good size for this purpose, and on no account should as small as $\frac{1}{2}$ inch be used, as is sometimes found, as such connections may produce serious results. Care should be taken in placing washers in unions, etc., to see that there is no projection inside the pipe to decrease the size of the water passage. The supply pipe inside of boiler should be run well down to the bottom, within 6 inches. The air hole left in this pipe near the top to prevent syphonage sometimes becomes so large that ice cold water is admitted to the hottest part of the boiler, which produces a rumbling noise.

Another case comes to mind of an awful noise that was heard, apparently in the boiler, when the hot water faucet was opened at sink, which was caused by a loose part of the faucet and easily remedied. A weekly cleansing of the boiler and connections, by blowing off through the sediment cock, is of great advantage. The dirt and scale thus removed is surprising. No set rule can be followed in proportioning the size of water back. The conditions vary so much in the manner of firing, fuel and draft as to give entirely different results. For a wood fire a common practice is to use one foot of one-inch pipe to heat eight gallons of water.

THE INDIAN PLUMBER.

The following extract from a recent number of The Indian Textile Journal, published in Bombay, shows that the plumbing trade as it exists in India is in a somewhat raw condition. The botch plumber is evidently in his element in that Oriental country:

The Bombay plumber of the average sort

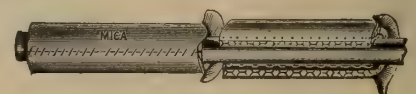
would be a mine of wealth for a London comic newspaper. His workshop is like a marine store, where second-hand materials are more conspicuous than new stock. The new stock is of the cheapest description that money can buy, and much of it would bear no proper test. He puts in second-hand and half worn material wherever he can and charges all he dare for it. His charges are based on what he thinks he can get out of the client, modified by an abatement, without which no client would give him an order. There must also be a lot of talking, in which each party makes the other understand that he is not honest, and on this mutual basis the bargain is struck. As a rule, nothing is written down or specified, and if in the course of execution any extra scamping can be introduced by the plumber it is done. So rain spouts are made of old kerosene tin, water tap valves are repaired with old rubber, loose pipe screws are tightened with a bit of rag, or string and putty, cracked iron pipes are patched, painted and sold as new, gutters are made of sheet zinc as thin as paper and the plumbing trade can only be compared for degradation to the growing of cotton.

The career of the Bombay plumber would be hard to trace. There is no indication of apprenticeship about him. Like the poet, he is probably born and not made, and natural genius takes the place of more useful knowledge. Had the Victoria Jubilee Technical Institute of Bombay taken up plumbing as the first trade to be taught in its extra workshops, instead of enameling, electroplating or sheet metal working, the college would have met an urgent need of the city, which might have awakened a sentiment of appreciation, and, perhaps, have disestablished the botching plumber.

DEFECTIVE COUPLINGS.

I am having, says a correspondent of Sanitary Plumber, considerable trouble with couplings for closet flush-pipes, water-backs, and range reservoirs. In many cases the collar is bored out so large that the flange on the tail-piece will almost slip through, and when the collar is screwed up reasonably tight it will pull over the flange. The source of the trouble is not the same in all makes of couplings. In one, the flange on the tail-piece is very narrow, in fact too narrow for any collar to bear properly when there is sufficient play in the collar-hole to allow it to slip over the tail-piece without binding after the tail-piece has been tinned. At other times the shoulder in the collar between the edge of the hole and the thread is so narrow that the tail-piece pulls through

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

PLUMBERS' SUPPLIES

"Ontario" Vitrous (REGISTERED) Syphon Closet

The *latest* and *best*. Combines the highest efficiency at the lowest price. The trade are invited to call at our Plumbers' Supply Department and examine the working of it.

Ontario Lead & Barb Wire Co., Ltd.

Factory—55, 57 and 59 Richmond St. East.

Plumbers' Supply Department—54 and 56 Lombard St. (near Church).

TORONTO

or the collar binds where it bears on the outer edge of the flange on the tail-piece. In cases of this kind, friction between the collar and the tail-piece causes the pipe to twist when the collar is turned. On lead flush pipes for closets, and in other work where lead pipe is used, affording no chance of holding the pipe against the friction thus caused without abraiding it, the result, to begin with, is a poor looking job on account of plyers or wrench marks on the pipe. After the coupling has been loosened and again screwed up once or twice, as may be required for repairs, either the pipe or the coupling is ruined. The part bearing the male thread is often at fault. The tendency is to make the thickness of the brass on the male end the same as is in the tail-piece. The flange on the tail-piece must of course be almost twice the depth of the threads less in diameter than the diameter of the male part which carries the threads, in order to have the collar fit the threads properly. With the prevailing methods of finishing such goods, when the collar does fit properly there is no washer face on the male part within reach of the tail-piece flange. The greatest trouble resulting from this defect when coupling up pipes is that the washers buckle and push into the male part instead of staying between the flanges

as they should. I have found couplings which were so out of proportion in this respect that it was necessary to flatten the tail-piece slightly before it would clamp the washer against the male end at all. At other times it has been necessary to flatten the tail-piece before the flange on it would catch on the shoulder in the collar. Sometimes when the collar fits very loosely on the threads I flatten the collar instead of the tail-piece, making the shoulder in the collar meet the flange on the tail-piece, and thus preserve in the best manner possible what little bearing surface there is for the washer between the flange on the tail-piece and the face of the male end. If the manufacturers of brass goods for plumbers and steam-fitters would look into this matter, I think they would find room for improvement in the majority of the couplings which they send out. All practical plumbers will testify to the fact that no greater favor could be done for them in the way of improvement in the workmanship of brass goods than to provide ample flanges and shoulders and good threads in coupling work.

LAKE MANITOBA RAILWAY AND CANAL.

Work on the Lake Manitoba railway and canal is being pushed forward. It will run from Gladstone, Manitoba, north 115 miles and will open up a new district, which is now only sparsely settled.

ANOTHER NICKEL DISCOVERY.

Nickel is reported discovered on the head waters of the Cowlitz River, in western Washington. A dispatch says "the vein is 100 feet wide and the ore in sight is reported to be worth millions," which is unlikely. The geological formation of this section is not considered favorable to the existence of nickel, though it is possible that deposits may be found worthy of serious commercial consideration. Josephinite, an alloy of nickel and iron, has been found in Josephine County, Oregon, and deposits of nickeliferous pyrrhotites discovered in Jackson and Douglas counties in that state, some silicious ores near Riddles, in the latter county, carrying 7 per cent. nickel, but their remoteness and cost of reduction has so far militated against the commercial value of the find. Some of the ore from the newly discovered Washington nickel deposit has been tested at the Tacoma Smelting Works with alleged satisfactory result.

DISPLAYING COOK STOVES.

When a cook stove or range is exhibited in a window, says Stoves and Hardware Reporter, special pains should be taken to give it the best appearance possible. After it has been given a good coat of good blacking and polished, if it does not present as smooth and perfect a finish as you think possible, give it another and even a third coat. Mount the stove on nickel or copper leg rests. Paint the front grate, bottom grate and fire pot linings red, and leave the doors open.

Coopers' Tools

You won't find a better range of Coopers' Tools than ours anywhere in Canada. We are careful to have our prices right too. Drop us a line for quotations.

Hamilton Hardware Co., Ltd., Hamilton, Ont

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W C. Sparkes, jr., general merchant, Dorset, has assigned to W. H. Lamont, Toronto. A meeting of the creditors will be held on the 14th inst.

D. H. Jacobi, saw mill, Hilton, has assigned to W. H. Plummer.

A. H. Deschamps, hardware, Montreal, has assigned to Chas. Desmarreau.

The bailiff is in possession of the premises of Buckhan & Davis, bicycles, Toronto.

Ross & Adamson, general merchants, Fort Saskatchewan, have assigned to F. F. Tims.

James Cain, general merchant, Huntsville, has assigned to Henry Barber, Toronto.

Lavertu, Louis & Co., general merchants, Lyster, have called a meeting of their creditors.

James Cain, general merchant, Huntsville, is offering to compromise at 50c. on the dollar.

Thos. Drifill & Sons, hardware, Bradford, are offering to compromise at 35c. on the dollar.

Wm. Craddock, hardware and foundry, Huntsville, is offering to compromise at 50c. on the dollar.

N. Laporte & Fils, manufacturers of ranges and hardware, Montreal; C. Desmarreau appointed curator.

A meeting of the creditors of W. Thorburn, hardware, stoves, etc., Gore Bay, is to be held on the 18th inst.

Jos. Bourgue & Co., general merchants, St Gertrude, Que., are offering to compromise at 35c. on the dollar cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Deslisle & Gauthier, hardware, Cookshire, Que., have dissolved.

Wilson & Gladwin, furniture, Truro, N.S., have dissolved. E. F. Wilson continues in his own name.

A. Pelissier & Co., general merchants, St. Francois du Lac, Que., have dissolved. A. E. Pelissier continues.

CHANGES.

The Queen City Oil Co. is applying for a charter.

C. Rivard has started a saddlery business in Chicoutimi, Que.

The Francis-Frost Co., Ltd., of Toronto, has been incorporated.

The Moto-Cycle Co. of Canada, Ltd., are applying for incorporation.

F. H. Ross & Co., painters, Victoria, have sold out to J. W. Mellor.

The Jarvis Bicycle Saddle Co., Ltd., of Toronto, is applying for incorporation.

J. Leslie, general merchant, Blake, Ont., has been succeeded by Robert Walker.

H. W. Brown, hardware, Carberry, Man., has sold a half interest to Murphy & Armstrong.

McMillan & Haynes, saw manufacturers, St. Catharines, have been succeeded by the McMillan & Haynes Co., Ltd.

Rose Ann Rochon, wife of J. C. Brunet, has been registered proprietress of the hardware business of J. C. Brunet, Montreal.

SALES MADE AND PENDING.

The assets of J. C. Brunet, hardware, Montreal, have been sold.

The assets of Adelbert Leblanc, blacksmith, Thurso, N.S., have been sold.

The stock of Louis Montpellier, general merchant, Ripon, Que., has been sold at 52c. on the dollar.

The stock of the estate of Nelson Courtemanche, general merchant, Penetanguishene, has been sold.

The assets of Roy & Robinson, general merchants, St. Cyrille de Wendover, Que., are to be sold by tender.

Geo. Neibergall & Co., saw and stave mill and general store, Staples, Ont., are advertising stave and saw mill for sale.

DEATHS.

James Charles, machinist, Hamilton, is dead.

Henry Rinfret, general merchant, St. Raymond, Que., is dead.

C. H. H. Wadleigh, general merchant, French Village, Que., is dead.

C. H. Davison, of E. D. Davison & Co., Ltd., lumber, Bridgewater, N.S., is dead.

VELOCITY OF FLOWING WATER.

The mean or average velocity of a flowing stream, says a contemporary, is found by scientific experiments to be from .81 to .83 of the maximum velocity, or that in the line of the current. At half depth of the stream the velocity is .915 and at the bottom .83 of that at the surface. The average depth of flowing water is found by setting off the breadth of the stream into any convenient number of divisions, ascertaining the depth of each and adding these depths together; their sum being then divided by the number of divisions of the stream, the quotient will be the average depth. The area of the stream is obtained by multiplying the mean depth by the breadth. To obtain the volume of flowing water, multiply the area of the stream by the velocity of the flow in feet; the product will be the volume in cubic feet. The velocity of water in a canal should be proportioned to the character of the bed. To prevent the deposit of slime and growth of grass, a velocity of about eight inches per second is requisite, and the mean velo-

city over a slimy bed should not exceed this limit. Over common clay it should not be more than six inches per second; over sand or small gravel, 1 foot, and on shingle or stony bottom it may range from 3 to 6 feet per second.

MELTING ALUMINUM.

An English journal devoted to the interests of aluminum gives the following directions in regard to the melting of that metal: Large quantities of aluminum are melted in a reverberatory furnace, and in this case the hearth should be lined with carbon, wood or gas being used as fuel. The cleanest way is decidedly to melt it by electricity, but this process is, of course, not always available. In the large Continental works, where one-quarter of a ton is often melted at one operation, basic magnesia bricks are employed, similar to those used in basic open hearth furnaces, but made of purer materials, and they are all that can be desired in their capacity for resisting corrosion. The heat should never exceed a dark red. Notwithstanding its low melting point, aluminum requires much time and heat for this process—a consequence of its high specific heat, and its latent heat of fusion. Another consequence of these properties is that the metal, if overheated, has to stand an exceptionally long time before it has cooled down to the right temperature for casting. Forty to sixty pounds of aluminum, heated to a bright red, take from twenty to thirty minutes to cool to a fit condition for pouring into the mold. It is, therefore, best to make a small fire, keep it steadily going on, and wait patiently till the metal melts; generally this will occur in about three-quarters of an hour.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars**BLAIKLOCK BROTHERS, - Montreal****A Partner Wanted in a Good Paying Business**

in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. For information address

The Canadian Hardware and Metal Merchant**HANBURY A. BUDDEN**
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL****PATENTS**

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." **Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.**

WILLIAM HILL

327 St. James Street, - - - MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of Brandram Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND**PORTLAND CEMENT**

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address— **Owen Sound Portland Cement Co.**
Or— **Shallow Lake, Ont.,**
John Lucas, 377 Spadina Ave., Toronto



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

.. ISLAND CITY ..

Paint and
Varnish Works

.. Manufacturers of ..**PAINTS, COLORS AND VARNISHES.**

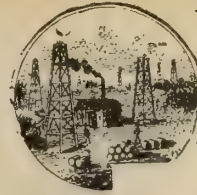
WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

**PRESSED SHEET METAL.**

SURPRISING progress is being made in the production of special shapes in sheet metal to take the place of costly or more cumbersome forms of iron and steel, says Metal Worker. The trade is more or less familiar with the achievements of the manufacturers of pressed steel, who transform a large plate into a frame for a car truck, and also furnish other heavy work in related lines. What they have done has long since lost its novelty. In the same way the makers of small wares, pressed or stamped from light sheets, have for years put forth standard goods, many of which no one would now think of producing in any other manner. But the field is an inviting one, and manufacturers are exploiting it in other directions. Probably the latest steps in the direction of genuine progress have been made by those who are substituting pressed sheet steel for various forms of cast iron. It has been observed that many iron castings, when not required to endure heat nor to be of massive construction, can just as readily be composed of sheet steel as of cast iron. After a die has been made, the production of the stamping is on a vastly more rapid scale than is possible in foundry work. Another point gained is the better condition in which the stamping leaves the operator's hands, as compared with a casting coming from a mold which then requires cleaning and perhaps filing or chipping. Recent performances in this line cover some shapes which it appeared impossible to produce satisfactorily except in cast iron. These results were only obtained after exhaustive experiments, and with the application of the practical knowledge thus acquired of the behavior of metals under certain pressures and conditions. From what has been done by more than one manufacturer, operating in the same direction but on independent lines, it would seem that many shapes now made in cast iron are destined at an early day to be superseded by light but strong steel stampings.

DIAMONDS IN STEEL.

Leon Franck, of the University of Berne, Switzerland, contributed to Stahl und Eisen an interesting article on the results of the search made in steel for carbon in the form of the diamond. He dissolves steel in nitric acid and treats the residue successively with pure fuming nitric acid, hydrofluoric acid and sulphuric acid, and chorate of potash. The final residue contained minute diamonds. When unworked steel was treated these diamonds were minute octahedra. With hammered or rolled steel they were in form of splinters. Stahl und Eisen publishes photographic reproductions showing the diamonds enlarged 300 and 1060 times.

**VanTuyl & Fairbank****Petrolia, Ont.**

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.****WEST TROY, N.Y.**

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris****BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL Pig Iron
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.**HESPELER, ONT.**

Chemically prepared black edge grey cloth wads, in boxes of 250 each—
 11 and smaller gauge 0 65
 9 and 10 gauges 0 75
 7 and 8 gauges 0 90
 5 and 6 gauges 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
 11 and smaller gauge 1 15
 9 and 10 gauges 1 40
 7 and 8 gauges 1 65
 5 and 6 gauges 1 90

Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined, each. 4 50
 Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
 Wilkinson & Co.'s Vices, lb. 0 09½ 0 10

Augers.
 Gilmour's, discount 50 per cent. 13 00 20 00
 Hollow Stearn's, per dozen 5 50 6 50
 Adjustable Stearn's, each. 1 35 1 60
 Post-hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing, per gross 0 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled, per gross 3 60 7 30
 Saddler's, per gross 0 45 1 60

Awl Hafts.
 Patent Peg, per gross 7 25 8 00
 Sewing, per gross.

Awl and Tool Sets.
 Millar's Falls, per doz. 2 80 3 30

AXES.
 Splitting Axes 5 25 5 50
 Chopping Axes—
 Black Prince 7 25 7 50
 Forest Clipper 7 25 7 50
 Lance 8 50 9 00
 Mann's 8 00 8 25
 Maple Leaf 9 50 10 00
 Hand Made 7 50 7 75
 Climax 8 00 8 25
 Phantom 8 25 8 50

Axles.
 Per box 6 00 12 00

Axle Grease.
 Per gross 7 00 13 09

Bath Tubs.
 Zinc discount 3 90 4 0
 Copper, discount, 50 per cent. off revised list.
 Steel clad, 20 per cent. discount.

Bells.
 Hand.
 Brass, 65 to 66½ per cent.
 Nickel, 50 and 10 to 60 per cent.

Door.
 Gongs Sargent's 5 50 8
 " Peterboro', discount 50 per cent.
 Cow.

American make, discount 55 per cent.
 Canadian, discount 45 and 50 per cent.
 Farm.

House.
 American, per lb. 0 35 -0 40

Bellows.
 Ifand, per doz. 3 35 4 75
 Moulders', per doz. 7 50 10 00
 Blacksmiths', discount 65 per cent.

Belting.
 Extra, 40 to 40 and 10 per cent.
 No. 1, leather, discount 55 to 55 and 10 p.c.
 Standard, 45 to 45 and 10 per cent.

Bench Stops.
 Per doz 5 00 6 00

Bits.
 Auger.

Gilmour's, discount 65 and 5 per cent.
 Excelsior, discount 60 per cent.
 Rockford Common, 65 to 65 and 5 per cent.
 " Perfection, 50 and 10 per cent.
 Jennings' Gen., net list to 5 p. c. discount.

Car.
 Gilmour's, 47½ to 50 per cent.
 Expansive.

Clark's, 20 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell, per doz. 1 00 1 50
 Nail and Spike per gross 2 25 5 20

Blind Rollers.
 Annex, per doz 1 25 1 75
 Mascott, " 1 35 1 85
 Erminie, " 1 12 1 20

Blind and Bed Staples.
 sizes, per lb. 0 11 0 15

Bolts.
 Carriage, dis. 60 p. c. off new list.
 Tire, dis. 60 per cent.

Stove, dis. 60 per cent.
 Elevator, dis. 35 to 40 per cent.
 Machine, dis. 55 and 5 p. c. off new list.
 Coach Screws, dis. 65 and 5 p. c.

Boring Machines.
 e, with augers, each. 5 00 7 50

Braces.
 Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets.
 Shelf.
 Japanned Canadian, per doz. 0 50 3 40
 pairs 0 85 3 20
 Berlin Bronze Canadian

Broilers.
 Light, dis. 65 to 67½ per cent.
 Reversible, dis. 65 to 67½ per cent.
 Vegetable, per doz., dis. 37½ per cent.
 Henis, No. 8, " 6 00
 Henis, No. 9, " 7 00
 Queen City " 7 50 10 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz. 4 23

Butts.
 Brass.
 Wrought Brass, dis. 75 and 10 per cent.
 Cast Iron.
 Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
 Wrought Steel.
 Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.
 Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen. Bronzed, per pair 0 40 0 65

Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz 3 75 4 50

Card.
 Horse, per doz 0 60 1 00

Carpet Stretchers.
 American, per doz 1 00 1 50
 Bullards, per doz 6 50

Carpet Sweepers.
 Bissell, per doz 22 50
 World, " 21 75
 Daisy, " 24 00
 Star 18 00
 Crown Jewel, per doz. 29 00
 Grand Rapids, " 30 00 33 00

Cartridges.
 (See Ammunition.)

Castors.
 Bed, new list, dis. 55 to 57½ per cent.
 Plate, dis. 55 to 57½ per cent.

Cattle Leaders.
 Nos. 31 and 32, per gross 8 50 11 25

Cement.
 Portland, car-load lots 2 70
 Thorold, " 1 10
 Queenstown, " 1 10
 Napanee, " 1 10

Chalk.
 Carpenters' Colored, per gross 0 45 0 75
 White lump, per cwt 0 60 0 65
 Red 0 05 0 06
 Crayon, per gross 0 14 0 18

Chisels.
 Socket, Framing and Firmer.
 American, dis. 75 to 77½ per cent.
 Canadian, dis. 35 to 40 per cent.
 Tanged firmer, per doz. 0 85 4 00

Churns.
 Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.

Clamps.
 Judds', dis. 20 per cent.
 Stearn's, per doz 3 00 10 00

Clips.
 Axle, dis. 65 per cent.

Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprise, No. 0 1 35
 " No. 2 2 70

Compasses, Dividers, Etc.
 American, dis. 62½ to 65 per cent.

Cradles, Grain.
 nadian dis. 25 per cent.

Dies.
 Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
 Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.
 Torrey's Rod, per doz. 2 00
 Coil, per doz 0 88 1 60
 English, per doz. 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
 Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
 standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

doz 90 1 75

FAWCETS.

Cork Lined, per doz. 0 30 0
 Wine, per doz. 1 30 3 25
 Star, " 2 80 3 90
 Fenn's Corkstops, No. 2, per dozen 1 70
 Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Black Diamond, 50 and 10 to 60 per cent.
 Kearney & Foote, 60 and 10 per cent.
 Nicholson File Co., 50 and 10 per cent.
 Heller's Horse Rasps, 45 per cent.
 Jowitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
 Gem, dis. 57½ to 60 per cent.
 Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 50
 Enterprise, dis. 10 per cent.
 Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Double Diamond.	Per 100 ft.	Per 50 ft.	Per 25 ft.	Per 10 ft.	Per 5 ft.	Per 2 1/2 ft.	Per 1 1/2 ft.	Per 3/4 ft.	Per 1/2 ft.	Per 1/4 ft.
18 to 25	30	18	12	8	6	4	3	2	1	1
26 to 35	35	22	14	9	7	4	3	2	1	1
36 to 45	40	25	16	10	8	5	4	3	2	1
46 to 55	45	28	18	11	9	6	5	4	3	2
56 to 65	50	32	20	12	10	7	6	5	4	3
66 to 75	55	36	22	14	11	8	7	6	5	4
76 to 85	60	40	24	16	12	9	8	7	6	5
86 to 95	65	44	26	18	14	10	9	8	7	6
96 to 105	70	48	28	20	16	11	10	9	8	7
106 to 115	75	52	30	22	18	12	11	10	9	8
116 to 125	80	56	32	24	20	14	12	11	10	9

Ordinary.

1st break 2 70
 2nd " 2 90
 3rd " 3 10
 4th " 3 40
 5th " 3 65
 6th " 4 15
 7th " 68

Picture Glass.

Pilkington's Ordinary.
 1st break 4 40
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 70

GLUE POTS.

Tinned, each 0 30
 Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz. 1 10 1 20

Sledge.

Canadian, per lb. 1 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0

HANDLES.

Axe, per doz., 5 p. c. rev. list.
 Store door, per doz 1 00 1
 Chest, per doz. pairs. 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
 Socket Firmer, per gross 3 25 8 00
 Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair. 0 40 0

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
 " Shepard's Noiseless, dis. 60 per cent.
 " Buffalo, dis. 60 to 70 p. c.
 Light T and strap, 70 and 5 to 70 and 10 p. c.
 Heavy, per lb. 0 03¼ 0 04¼
 Screw hook and hinge—
 6 to 10 in., per lb. 4 00
 12 in. up, per lb. 3 00

Screw Eureka 1 13 1 80
 Gate, Clark's 1 50 2 20
 " Shepard's, dis. 50 to 60 per cent.

Spring 1 00 3 50
 " Shepard's Samson 1 20

HOES.

Garden, Mortar, etc., dis. 60 p. c. 1896 list.
 Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
 Clothes Line, per doz 0 27 0 63
 Harness, per doz 0 72 0 88
 Hat and Coat, per gross 1 00 3 00
 Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 62½ p. c.
 Belt, per 1,000 0 60 2 70
 Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 50 p. c.
 Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p. c. disc't

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 66
 Steel, " 4 85 5 60
 F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p. c. dis. off new list.
 Copper, per lb. 0 30 35
 Enamelled, Can., 50 p. c.
 American, 60 and 10 to 65 and 5 p. c.

KEYS.

Lock, Can., dis. 50 p. c.
 Cabinet, trunk, and padlock, Am. per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., pe doz. 0 85 3 00
 Bronze, Berlin, per doz. 2 75 3 25
 Bronze Gem, " 6 00 9 00
 Sava, " 8 75 10 00
 Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.		
Lightning, per doz.	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz.	1 70	4 50
-------------------	------	------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, " "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	2 90	7 50
Cabinet, " "		
Eagle, dis. 40 to 42½ p.c.		
Padlock, " "		
English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MALLET.

Tinsmith's, per doz.	1 25	1 50
Carpenter's, hickory, per doz.	1 25	3 75
Lignum Vitae, " "	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz.	8 50	10 00
--------------------	------	-------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.		
------------------------------------	--	--

MINING KNIVES.

American, per doz.	0 42	2 35
--------------------	------	------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		
---	--	--

NAILS.

Cut Nails (Iron)—		
1. Either Canada or American pattern—		
Basis—50 to 60 dy.	2 75	
40 dy.	2 80	
30 dy.	2 85	
20, 16, and 12 dy.	2 90	
10 dy.	2 95	
8 and 9 dy.	3 00	
6 and 7 dy.	3 15	
2. American pattern only—		
From 4 to 5 dy.	3 35	
3 dy (lath).	3 75	
3. Canada pattern only—		
From 4 to 5 dy.	3 25	
3 dy (lath).	3 65	
3 dy, A.P. fine.	4 35	
Car lots 10c. less.		

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.		
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
----------------------	------	------

NAIL SETS.

Square, round, and octagon, per gross	3 33	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.		
------------------------------------	--	--

OIL.

Canada refined oil (Toronto).	0 16	0 16½
Carbon safety " "	0 18	0 00
Canada w. w. " "	0 18	0 00
American w. w. " "	0 00	0 21
Pratt's Astial.	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIIS.

Galvanized, per doz.	2 25	3 30
----------------------	------	------

PENCILS.

Dixon's, per gross.	1 00	4 25
Carpenter.	2 25	3 60

PICKS.

Per doz.	6 00	9 00
----------	------	------

PICTURE NAILS.

Porcelain head, per gross.	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.		
Wood, fancy Canadian or American, 37½ to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.		
Miscellaneous, dis. 25 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5
-------------------	------	---

PLIERS AND NIPPERS.

Butt's Genuine, per doz. pairs, dis. 37½ to 40 p.c.		
Butt's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.		
----------------------------------	--	--

POPPERS.

Corn, square, per doz.	1 35	2 00
------------------------	------	------

PRUNING SHEARS.

Per doz.	4 00	5 50
----------	------	------

PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle, " "	0 22	0 33
Screw, " "	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62½ p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors', " "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.

Bladder, per lb.	2 50	01½
Tins, lbs.	2 50	2 75

RAIL.

Barn door, per foot.	0 03	0 03½
Sliding door, " "	0 03½	0 03½
Lanes, " "	0 03½	0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.		
Wood, 25 per cent.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arbenz's, " "	9 00	18 00
Theile & Quack's " "	7 00	12 00

RAZOR STROPS.

Currier's, per doz.	1 25	3 60
---------------------	------	------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days		
Copper rivets, dis. 50 and 10 per cent.		
Iron, dis. 60 and 5 per cent.		
Tinned and black rivets, 60 and 5 per cent.		
Burrs, iron or steel, 50 and 5 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 30, 35 per cent.		
---------------------------------	--	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7½	00 9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6½	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, per set.	0 65	1 00
N.P., per set.	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.	4 75	5 00
---------------------------	------	------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.

Per lb.	0 22	0 50
---------	------	------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.		
Kempshell's, dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 per cent.		

SASH "LIGHTS.

Sectional, per 100 lbs.	1 40	1 50
-------------------------	------	------

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft.	0 00	0 70
Hand, Diston's, dis. 12½ to 15 p.c.		
S. & D., 40 to 40 and 10 per cent.		
Crosscut, Diston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Black, complete, each.	0 75	2 75
frame only.	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.

Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.

Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65	4 00
---------------------	------	------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c.		
" R. H., " dis. 75 and 10 p.c.		
" F. H., brass, dis. 77½ and 10 p.c.		
" R. H., " dis. 72½ and 10 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
iron, " "	4 25	5 75

CYTHES.

Discount, p.c. revised list.		
------------------------------	--	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.		
------------------------------	--	--

SHEARS.

B. & W., jappaned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinisch, dis. 60 p.c.		
Bristol, jappaned, 80 p.c.		
N.P., dis. 70 p.c.		
Clauss, full nickel, 80 p.c.		
" jappaned handles, 67½ p.c. off.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHEAVES.

Sliding door, per set.	0 77	1 40
------------------------	------	------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.		
---	--	--

SIEVES.

Wood rim, black, per doz.	1 05	1 10
tinned, " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
black, " "	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Aome, " "	3 00	5 00
Lock, Andrews' " "	4 50	11 50

SOLDERING IRONS.

Per lb.	0 00	0 24
---------	------	------

WROUGHT SPIKES.

Discount, 20 per cent.		
------------------------	--	--

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American.	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium, " "	27 00	00 00
Table, " "	36 00	00 00

SQUARES.

Iron, per doz.	1 65	2 90
Steel, dis. 65 to 65 and 10.		
Try and bevel, dis. 50 to 52½ p.c.		

STAPLES.

Fence, galvanized	0 03½	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.		
------------------------	--	--

STOVE POLISH.

	gross.	½ gross.	doz.
Scientific Stove Pipe			
Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each.			6 00
Scientific Furniture Polish	12 00		1 25
Scientific Carriage Top Dressing, ½ pints.			2 00
Scientific Carriage Top Dressing, pints.			3 50
Scientific Enamel Paints	1 50		
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb.	0 28	0 50
Hindostan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey, " "	0 00	0 50
Arkansas, " "	0 00	1 50
Water-of-Ayr, " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.

TACKS, BRADS, ETC.	
Cheese-box tacks, blue	66½
Trunk tacks, black	60
" tinned	66½
B.B.B. iron carpet, blued	60
" " tinned	66½
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk)	40
" " (in dozens, 1 to 6 oz.)	45
" " (in dozens, 8 to 24 oz.)	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50

**Bowman, Kennedy
& Co.**

 **LONDON, ONT.**

Guns Rifles

Perfect Shot Shells

HEADQUARTERS FOR

Empire Clay Targets

Cleveland Blue Rocks

Schultze Powder

Special Wadding

As we are reducing stock of Guns will give special low values.
Do not lose the opportunity to secure bargains.

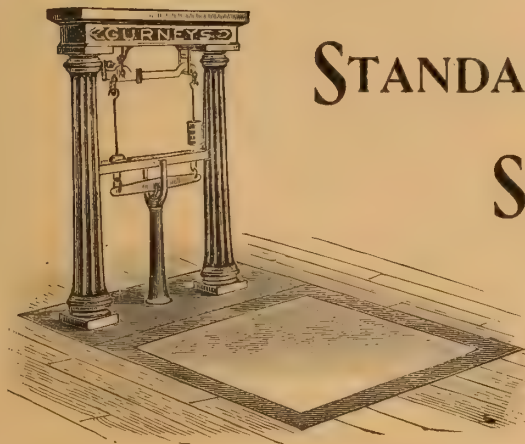
ESTABLISHED 1856

REORGANIZED 1887

The 

Gurney Scale Co.

MANUFACTURERS OF



**STANDARD
SCALES**

Hamilton, Ontario.

Our Hardware Specialties:

**MANILLA
LEATHER MANILLA
HARDWARE MANILLA
BROWN WRAPPING**

Papers

SINCE we have directed our special attention to the manufacture of wrapping papers to suit the requirements of the Hardware Trade, the ready response thereto has indicated that our different lines exactly meet its wants.

Let us send you samples and quotations.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, QUE.

E.t. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT ST. WEST, TORONTO.

"Things that are equal to the same thing are equal to one another."

THE BEST PAINT - THE BEST VARNISH

When we say that our varnishes are manufactured with the same care from pure materials as our acknowledged peerless paints, the trade will at once understand they are the best on the market.

Owing to the largely increased demand for our **Celebrated Monarch Varnishes**, we found it absolutely necessary to enlarge our manufacturing facilities, and for this reason have recently purchased the varnish works of D. A. McKenzie & Co., retaining the services of Mr. McKenzie, who has a life-long experience as a varnish maker. We are in a position to make prompt shipments, and can assure the trade that the standard of excellence heretofore established will be maintained, and we will continue to devote all our energies to hold first place in the paint and varnish line.

ROBERTSON'S SUPERIOR

The Neatest Shelf Package

MONARCH



... The Best Goods.

VARNISH

THE JAMES ROBERTSON CO., LTD.

STANDS HEAD AND SHOULDERS
OVER THEM ALL

Manufacturers Paints,
Oils and Varnishes

TORONTO

N. B.—All our friends while visiting the City are cordially invited to call upon us, when we will be pleased to show them through our factory and warerooms.

Hard Blocks
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, SEPTEMBER 19, 1896

No. 38



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

What's in a Name?



Everything, if the name stands for an article that has been put to the severest tests for years and has always proved satisfactory. That is the case with "QUEEN'S HEAD" Galvanized Iron, and that explains why you see this brand on most of the iron used in Canada.

You can buy lower-priced Iron than "QUEEN'S HEAD," but you can't buy cheaper.

Canada's Largest Radiator Manufacturers.

Mechanically the best—

A radiator put together with screwed joints exactly like all pipe connections is the only proper method of securing perfect workmanship—

"Safford"

ARE THE ONLY PERFECT

Radiators

Our daily output more than all others combined, and we make

NOTHING BUT RADIATORS

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited

.. Toronto, Ont.



Safford
Perfect Radiator

RICE LEWIS & SON

(LIMITED)

ARTHUR B. LEE, President.

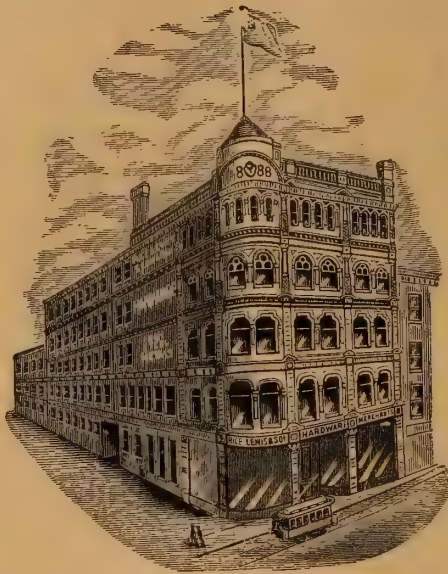
A. BURDETT LEE, Vice-President.

Importers of

Bar Iron, Steel
Boiler Plate

SHELF AND HEAVY

HARDWARE



Mantels

Grates

.. Tiles

CUTLERY

BICYCLE DEALERS' SUPPLIES

Cor. King and Victoria Streets

TORONTO

Resisto

Copper
Range
Boilers



Patented.

If you wish to keep
pace with the age,
use Copper Boilers.

The Booth Copper Co., Ltd.

TORONTO

FALL GOODS



Galvanized
and
Japanned

**Coal
Hods**

Stove Shovels

Patent Stove Pipe
and Elbows

Dampers

Stove Boards

PRICES ON APPLICATION

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, SEPTEMBER 19, 1896

No. 38

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Major A. G. Campbell,
General Subscription Agent.

UNBUSINESSLIKE PARLIAMENT- ARY METHODS.

IT is beginning to look as though the new Canadian Parliament has not freed itself from all the sins of its predecessor.

One of the chief sins of the old Parliament, which went out of existence in April last, was the reckless way in which it dilly-dallied with the business of the country and wasted public funds thereby.

When the first session of the new Parliament was called it was with the specific purpose of passing the estimates. This could have been done in two weeks, or three weeks at the outside, and then given the members plenty of time for loafing. But here is the House in session one month, and still the estimates have not been passed. And goodness knows when they will be.

Of course, if the House was prorogued within 30 days the members would not be entitled to their \$1,000 indemnity: They would only be paid at the rate of \$10 a day. And there is not the remotest doubt that this is what is actuating at least some of those who are managing to prolong the session.

Business principles ought to be applicable

to parliamentary matters as well as to mercantile institutions.

Members of Parliament ought to be as solicitous for the public purse as employees that of their employers.

If employees in an ordinary mercantile institution were, by sloth and wrangling combined, to create overtime and extra pay for themselves and increase the cost of doing business generally, they would be deserving of not only the severest execration but dismissal as well.

Every member of Parliament who lends himself to unnecessarily extending the session of the House is like an employee who lends himself to the nefarious job of unnecessarily increasing the expenses of his employer, and may well be termed an unprofitable servant.

About one-fourth of the membership of the House is composed of men who are business men born and bred. If these men, irrespective of which party they belong to, would decide that, through evil and good report, they would do unto the country as they would that their own employees should do unto them, it would revolutionize the methods of transacting the business of the country.

Had the House got through in thirty days with the business it was specifically called to do, the members' indemnity would have cost the country about \$60,000 instead of about \$200,000, the sum it now will.

This is a lesson our legislators would do well to take to heart.

REDUCTION IN TACKS.

A reduction has been decided upon by the manufacturers in the price of trunk tacks and nails and shoe tacks. The increase in the discount is as high as 16 per cent. in some instances.

The changes are as follows: Shoe tacks: 1 oz., 45 per cent.; 1 ½ oz., 34 per cent.; 2 oz., 30 per cent.; 2 ½ oz., 26 per cent.;

3 oz., 24 per cent.; 4 oz., 20 per cent.; black trunk tacks and nails, 70 per cent.; tinned trunk tacks, 75 per cent; tinned trunk nails. 70 per cent.

THE POSITION OF TURPENTINE.

THE present is a record year in turpentine; never has **HARDWARE AND METAL** named prices so low for this article.

With these facts in view an abstract of a conversation with a leading Montreal importer may be interesting reading.

It was gathered from this talk that while it may be agreeable to the painter and varnish maker to have his materials at low prices, he cannot look for any continuance of prices which do not cover cost of production. This we are led to believe is the position at the moment with respect to turpentine.

In the south there has been a steady increase in production month by month during the present season, amounting to an average increase over 1895 of ten per cent. This is more than the world's market calls for, and, consequently, with full stocks at all receiving points, the quotations have been gradually pressed down.

The published reports show the same excessive arrivals for August, so that at the close of the month, stocks continue heavy at all points.

Until stocks lighten considerably we may not look for any important advance in quotations, but it must be borne in mind that the yield falls off at this season, and that arrivals will be light henceforward.

There is also a wide-spread movement among producers to avoid repeating the mistakes of 1896 by lessening production. There may not be a definite limit agreed upon, still it is safe to say that the yield will be greatly lessened and that we will not likely soon see another season of the low prices our consumers are now enjoying.

THE PIG IRON SITUATION.

MANUFACTURERS in Toronto who are in the habit of using southern soft pig iron, have been notified that prices have been withdrawn.

From our exchanges we gather that the same thing has been done in the United States, agents there being instructed to make no sales whatever until further advised.

The reason appears to be that the companies in the south have been making large sales, while many of them have been putting their furnaces out of blast. One furnace is credited with having sold 42,000 tons within a few days, 22,000 tons of which went to consumers.

A large user of pig iron in Toronto has been advised of a sale of 10,000 tons of Alabama pig iron for shipment to Glasgow, Scotland. At what price **HARDWARE AND METAL** was not informed, but it is said that pig iron could be bought at the furnace in Tennessee at \$7 per ton and laid down in Glasgow at several shillings below the price of Middlesborough iron. The Iron Age of last week noted that the Tennessee company had just made their largest individual sale for delivery to Great Britain. The quantity involved in this particular instance was 2,000 to 3,000 tons, and with the iron is to be shipped a quantity of coke, the first sent from Alabama to England.

The production of pig iron last month in the United States showed a further decrease, and it is now at the rate of 6,500,000 tons per annum compared with the maximum rate of 11,000,000 tons, a drop of 45 per cent.

It may be interesting to note in this connection that pig iron from the Hamilton furnace has been gaining a footing in the Toronto market during the past few weeks.

It will be remembered that this furnace a short time ago discontinued the use of the Madoc ores and turned its attention to Lake Superior ores, and the results have warranted its doing so. The iron turned out in the first instance contained too much sulphur, and was weak, but Toronto foundrymen, who are using the new iron, state that it is turning out well, being both soft and strong.

THE HEMP MARKET AND ROPE.

LAATEST advices received by Toronto houses from countries in which the raw material for manilla rope is grown, indicate a decidedly firmer market, prices having advanced in the neighborhood of 10 per cent.

Buyers of raw material, it is said, have much difficulty in placing orders for their requirements, and better prices are eventually hoped for by the rope makers.

It has been intimated to **HARDWARE AND**

METAL, however, that the manufacturers in Canada are not likely to advance their figures for a little while at any rate, as they have rather large stocks on hand; although, should this stock move out quickly, it is quite reasonable to suppose they will be eager to take advantage of the position of the market to advance prices.

The opinion among the trade seems to be that at present prices both sisal and manilla are good value, and that buyers are warranted in keeping their stocks well assorted.

The export duty which the authorities in Cuba have put upon hemp, together with the difficulties that are being experienced in getting shipments from the island, is one of the chief causes for the firmness noted in the raw material market.

DEMORALIZED VARNISH TRADE.

ONE of the lines of merchandise in which the cutting of prices and other evils incidental to over competition are prevalent is that of varnishes.

So common is the cutting of prices and so prevalent are long terms of credit that the jobbers are beginning to cast about for a remedy. No definite scheme, however, appears to have yet been outlined.

As an illustration of the condition of the varnish trade, a conversation that took place between two furniture manufacturers as they were leaving the convention held in Toronto last week aptly serves the occasion. One of the gentlemen was high in the office of the association, but the names we give are conjured up for the occasion.

"My, but those varnish men must get big profits," ejaculated Mr. Woodglass.

"Why, what makes you think so?" rejoined Mr. Glasswood.

"I'll tell you. I happened to give it out that I wanted to buy some varnish. And it seems to me that almost immediately I was surrounded by half a dozen travelers, male milliner looking fellows, with silk hats and dainty patent leather shoes. I placed my order, and on the head of it got two passes to the Exhibition, a ride around town in a Tally Ho, a box in one of the theatres, three 'John Collins,' half a box of Davis' cigars, and I'm blest if I know what else."

"But you must have given an order for a big lot of varnish to have had thrown in all these things," ventured Mr. Glasswood.

"No, I didn't. I just bought five gallons of brown Japan at 75c. per gallon, no charge for can, and freight was prepaid, while the terms were 12 months' credit with six months' renewal at the end of that time, with interest if I was unable to pay."

A HINT TO HON. MR. PATERSON.

ACCORDING to a statement made in the House the other day, the people of Canada need not look for the Trade and Navigation Returns for 1895-96 till Parliament meets again next January.

This is most regrettable. The fiscal year closed June 30 last. Nearly three months have passed since then, and it is time even now that the public had the Returns in its possession. There is no Government report that is of so much general interest to the public. It reveals the character of the country's foreign trade, and hence is a most important document.

The reason that there has been a change of Government cannot be well advanced for the delay in the issuing of the report.

The necessary data has been for some weeks in the possession of the officials whose duty it was to gather it. This is evident from the readiness with which the Ministers are able to answer questions in the House regarding the trade of the last fiscal year.

HARDWARE AND METAL is not blaming the head of the Customs Department, the Hon. Wm. Paterson, for the delay in issuing the returns. Not once since Confederation have these returns been issued with the promptness which they should be. It has always been delay. It is characteristic of the civil servants of the various departments under the Government that their duties shall be performed when convenience serves them. The convenience of the public is not a factor. They are not business men, neither as a rule have been the Ministerial heads of the departments. Hence, neither head nor tail were able to comprehend what the business interests of the country required.

Mr. Paterson, however, is a business man, and the country expects, and rightly so, that he will apply the same principles to the management of his department as he did to the management of his own business. He can show that this expectation had reason for its basis by insisting upon the Trade and Navigation Returns being issued forthwith. He has the power and should exercise it.

Probably never before, since Confederation, was as much interest as now being taken in the foreign trade of the country, particularly in regard to our exports, and to be compelled to wait six or seven months for the desired detailed information is a sad commentary upon the department, a disgrace to the country and a source of annoyance to the business interests of the community.

We want to know what we are doing in the way of foreign trade and we have a right to be supplied within a reasonable, and not an

unreasonable, time, with the information necessary to that knowledge.

The people of the United States were weeks ago in the possession of detailed statements regarding their foreign trade for the fiscal year 1895 to 1896, and if the United States, why not Canada? Yes, why not?

TURPENTINE AND OIL AGREEMENT.

It is probable that the difficulty that is sometimes encountered by the trade owing to the apparent diversity of figures on turpentine and linseed oil between Toronto and Montreal will soon be a thing of the past; at any rate, as far as Ontario is concerned.

Negotiations with this end in view have been pending for some time, with the result that Montreal jobbers have agreed to sell in Ontario on the same terms as the Toronto merchants have been doing for some time, namely, net 30 days, with no allowance for what is termed "hullage" in turpentine. The actual amount of turpentine the barrel contains will be marked in Imperial gallons on each barrel.

In pursuance of the agreement between the wholesale dealers in the two cities the following prices have been fixed. As the trade will observe, there is an all-round reduction in prices:

For the cities of Toronto, Montreal, Hamilton and London the prices are: Linseed oil, raw, 44 to 45c. per gal. for 5 to 9 and 1 to 4 barrels respectively; boiled, 47 to 48c. per gal. ditto. Turpentine, 1 to 4 barrels, 37c.; 5 to 9 barrels, 36c. These prices are f.o.b., Montreal or Toronto to points east of the 79th meridian.

To points west of the 79th meridian prices are two cents per gallon in excess of above figures in order to cover freight.

The agreement goes into effect at once, and prices will be uniform throughout Ontario, whether ex Toronto or ex Montreal. Then a dealer, say in Port Hope, will be quoted the same price and terms, whether he orders from a Toronto or a Montreal house.

"BOOKS" FOR PAINT MEN.

A corpulent individual with a sallow complexion asked me if I was fond of reading. On my nodding assent, he handed me a volume in half calf, "Benzine: Its Place and Power;" also a work entitled "Gum: Its Use and Abuse," by F. Rosin.

BILL.

WOODENWARE MEN MEET.

A meeting of the Woodenware Association of Canada was held the other day in the office of R. & T. Jenkins, Toronto. No change was made in prices and discounts. The question of delivery was discussed and HARDWARE AND METAL understands some changes may be looked for later on when trade conditions are somewhat improved.

DROPS FROM THE EDITOR'S PEN.

A merchant is known by the goods he keeps.

Business timidity induces business femininity.

Gas is good in a stove, but not in a merchant.

The merchant is largely the fashioner of his own help.

Failure in life is the result of failure to grasp opportunities.

Success is the fruit of ideas cultivated by the harrows of action.

Push specialties and specialties will coax customers to your store.

Careless future buying sometimes means future commercial dying.

Help your clerks to develop themselves as well as develop your business.

If the United States becomes a silver country it will not pass at par.

Be a man, and you need not have much fear about this or any other life.

Business is a long race and the persistent plodder usually outstrips the erratic sprinter.

As a rule it is only with crooked people that a straightforward man does not find favor.

He who refuses to give every Tom, Dick and Harry credit is certainly deserving of credit.

The advertiser should be careful that he earns reputation as well as money by his advertisement.

The Silverites are engaged in the impossible task of soldering their fad to sound business ethics.

The advertisement, like everything else the merchant does, should be as near perfection as possible.

It does not matter how faithful a business man's employes may be, it pays him to remain at the helm.

Conditions are changing in business as well as in everything else, and, like men

who lag in the race, merchants who do not adapt themselves to these changes will be hopelessly distanced.

He is not much of a man who for policy's sake is honest; but it is better to be honest for policy's sake than not at all.

Sharpness in business does not mean the ability to cut from the other party to a bargain more than your share of the profits.

Crudeness should not be despised as long as it is the right kind of raw material from which a good business man can be made.

Cutting prices is a boomerang which usually injures more him who cuts than him whose trade it is determined to undermine.

It does not matter much what a man's name is, but it matters a great deal, both in this world and the next, what his character is.

"Hasty Eating Defended," is the title of an article which appeared in a recent issue of a United States publication. Its author was probably a doctor.

It is not surprising that Li Hung Chang should have had a Jol(l)y time in Canada when the Hon. Mr. Joly was deputed to look after his entertainment.

Is it not possible that some of the people missing in Toronto may have become lost in the many labyrinths of the new Union Station while looking for friends?

Energy displayed in collecting a bad account is commendable, but it would have been more commendable had the stable door been locked before the horse was stolen.

Some people who pose as the champions of the workingman are more solicitous for their own interests than they are for those whose cause they profess to have at heart.

Merchants who keep their eyes open for the interests of their customers are not likely to suffer because they have not another pair of optics to look after their own particular interests.

To make a donkey go it is a good thing to keep a bunch of carrots always before it. And the man is a donkey who does not keep the ideal always far enough ahead of him to keep him going.

People who are looking for situations wherein they will not have much to do, are likely to have much to do finding such places of ease.

THE AGE OF GOLD.

THE following from Kuhlow's Trade Review will be interesting to Canadian readers in view of the interest which has been awakened in gold mining in this country :

Among mining men and geologists there are various opinions in regard to the formation of gold-bearing quartz veins. Some maintain that the original occurrence of gold, as in veins, is almost exclusively confined to the older rocks, while others assert that the formation of these deposits belongs to a very recent geological period. Every vein is of more recent origin than the rock formation it traverses : when it intersects other lodes it is, of course, seen to be younger than these. Thus far the relative age of lodes may be easily ascertained, but seldom can their real age be determined, and that only approximately, when they can be referred back to a well-defined sedimentary formation.

The age of lodes may at times be ascertained indirectly within a certain range, when it is evident that they owe their origin to reefs of certain eruptive rocks. Lodes of gold-bearing quartz are frequently associated with adjacent igneous rocks in such a manner as to compel the belief that their formation was caused by the upheaval of the eruptive rocks. Lodes, it is further to be noted, are usually found in regions in which igneous rocks have burst through crystalline schists or stratified deposits, and, as a rule, several occur together ; therefore, when one lode has been discovered there is great probability that others of the same kind will be found in the neighborhood.

It appears probable that instead of gold-bearing veins all being formed during a certain period, their formation has been taking place at all periods since a firm crust of the earth has existed, but at different depths and at different times in various places, dependent upon geological events, such as the upheaval of reefs of igneous rocks and various terrestrial convulsions, producing deep fractures and fissures. That the older rocks contain more lodes than recent ones is probably owing to the fact that they have for a much longer period been subjected to the possibility of lode formation in them. The older the rocks the more vicissitudes they must have passed through—the more they must have been shattered and fissured. Since all true lodes are aggregations of mineral matter in fissures, fissures must first have been formed and then filled. It is possible that the formation of all kinds of lodes is still taking place, but mostly at such depths that we cannot observe them.

While the majority of the known gold veins of the world are associated with the

older rocks, there are not wanting many examples of auriferous deposits in the more recent formations. In the Tyrolean Alps are found auriferous slates ; in Switzerland, on the Callanda, an auriferous vein is found in Jurassic strata ; in Westphalia, near Graves, the Lias limestone is somewhat auriferous ; in the Valley of the Aar traces of gold have been found in the Miocene sandstones and conglomerates, while the majority of the Hungarian and Transylvanian gold veins cut through Tertiary rocks, therefore must have been formed in or subsequent to the Tertiary age. This deposition of auriferous material in a Tertiary formation appears not to have been owing to insignificant chance ; the gold-bearing veins of Transylvania doubtless owe their existence to geological events quite as regular and as legitimate as those which have in other places given birth to auriferous veins in the older crystalline and igneous rocks.

It is safe to say that the gold veins do not exist in violation of the physical laws which govern terrestrial events. The mines themselves are no trifling accident. They are as extensive and have been as productive as many gold mining districts in even the oldest rock formations. At one time, at and about the village of Voeroespatak—Red Brook—in Western Transylvania, no fewer than 300 veins were being worked. There were in operation over 1,000 quartz mills, and the mines gave employment to several large and flourishing communities. The sandstone in which these gold mines are situated is said to belong to the Eocene, consequently the oldest of the Tertiary deposits.

Other examples of gold found in rocks of comparatively recent formation might be given, but it is not difficult to see that it is not in violation of any natural law. It is only because the recent rocks have not been so long exposed to shattering subterranean convulsions, and to the liability of having mineral veins formed in them, that they do not contain as many as the older rock formations, which have been rent, upheaved, tossed about and subjected to all manner of geological changes for ages incalculable. The formation of mineral veins is evidently a slow process. Undoubtedly the work is still in progress, as in the early ages of the world, but at great depths. The heat and pressure there appears to be necessary to the formation of most kinds of metalliferous veins. Ages after formation they make their appearance at the surface through upheavals of mountain ranges and the erosion of superincumbent strata. This work still proceeds. The coast of Peru has risen over 80 feet since the Spaniards first set foot upon it. Three times, the geologists tell us, the Andes sank hundreds of feet

beneath the ocean level, and again were slowly brought up to their present height. It was an operation covering untold millions of years, yet the Andes are rated geologically as "recent."

As regards the question of the age of gold, it is safe to say that the metal is as old as the oldest mountain on the face of the globe and as young as the babe born to-day. It is of all the ages since the formation of mineral veins first began. Gold-bearing veins were doubtless formed during all geological ages, but locally at different times.

As to determined geological periods for the formation of different metals, we have already seen that there is no proof and but little evidence of there having been a special geological age for the production of each metal. But the most ancient gold placers the world over seem to indicate a period when there occurred some great diluvial cataclysm. That the oldest and greatest auriferous alluvial deposits were formed about the same time—the same period in the age of the world—seems to be shown by the fact that they all contain the bones of certain extinct animals. In the old deep-gravel diggings of California, in the most ancient deposit of alluvial gold, known locally as the "Blue Lead," are found the bones of the mastodon and other animals now extinct. Such bones have also been found in the ancient placers of Oregon and Wyoming.

In the Siberian Urals are extensive alluvial gold deposits of three different periods, and in the most ancient are found the bones of now extinct mammals, deposited at the same time as the material of the placers. The bones found are those of the *Elephas primigenius*, *Rhinoceros tichorinus*, *Bos*, *Equus*, etc. In South America are also found in the ancient deposits of auriferous gravel the bones of the mastodon, an extinct species of the horse, deer and llama. Near Quito, in a deep ravine not far from the village of Riobamba, there are several thick strata of such bones in a high bank of alluvial material. These examples appear to show that during the age when the mastodon existed there occurred a great diluvial



cataclysm—perhaps a world-wide flood—during which the ancient gold placers were formed. However, deluge or no deluge, it is quite evident that our oldest alluvial gold deposits the world over belong to the age of the mastodon.

The famous "Blue Lead" auriferous grave deposits of California are of Pliocene origin, extending into the Post-Pliocene or Quaternary, but the gold found in the old lava-capped channels of the dead rivers and in the more recent Quaternary alluvial deposits, belong to a much older geological period. It came originally from the quartz veins and schists of the great gold belt of the western slope of the Sierra Nevada range. Some, looking no further back than to the alluvial deposits, have thought the gold of California of quite recent origin.

In the Pacific Coast States it is now found that in many places gold occurs in several kinds of rock of quite recent geological age. In numerous localities the rhyolites and andesites are gold-bearing, and by most geologists these rocks are believed to have been erupted in Tertiary or even Post-Tertiary times. In some sections auriferous deposits of different ages are evidently mingled. In places where more or less gold has been found in some carboniferous rocks, and in the still older Cambrian and other Silurian strata, it has frequently been discovered that the deposition of a large part of the metal in these old formations has resulted from the intrusion of certain eruptive rocks, such as rhyolite, trachyte, quartzporphyry and other lavas of the Tertiary and pre-Tertiary (post-cretaceous) time. In almost any formation it is always safe to give credit to intruded dykes of igneous rocks for the deposition of more or less gold.

In the Black Hills we have an example of gold being found in great abundance in rocks of the archæan or azoic period, the very oldest known formation. Here, too, in the same mines, the gold is of different ages. Masses of porphyry are seen to have been forced up from below in many of the leading mines, and those dykes of igneous rocks undoubtedly contributed largely to the deposition of the gold found in the locality. It is evident, however, that the quartz and schists of this region were gold-bearing ages and ages before the intrusion of the porphyry dykes. The proof of this lies in the fact that an auriferous conglomerate lies directly upon the archæan rocks, and in it not a fragment of the intruded porphyry dykes can be found. This is convincing evidence that the gold found in the conglomerate came from the archæan rocks worn and ground down by the waves of the Cambro-Silurian sea.

Thus it will be seen that in the great Pacific Coast gold field, gold of all geologi-

cal ages exists. It is found in all formations, from the recent to the oldest known on the face of the earth. Now that our thousands of restless and tireless prospectors are giving themselves up to the search for the yellow metal almost exclusively we may hear of auriferous finds in unexpected places and most unpromising formations. Already it has been found that gold occurs in several varieties of lava, as andesite, trachyte, rhyolite and basalt. In Colorado, at Cripple Creek, gold is found in dykes and quartz veins in rhyolite and phonolite. Also, in the same state, at Silver Cliff, gold occurs in the vents of old filled up craters and dykes of andesite, rhyolite and trachyte.

No metal is more widely distributed than gold; no metal is older than the "yellow metal," and no metal is younger. It is a metal contemporaneous with all the geological ages.

THE YOUNGEST METAL.

ALUMINUM, the youngest of all metals, remarks N.Y. Sun, is rapidly coming into general use. It was discovered by Frederick Wohler, a German professor, in 1827; but to St. Clair Deville, a Frenchman, belongs the honor of being the founder of the aluminum industry.

The first article made of this metal was in compliment to Louis Napoleon, who had helped Deville—a baby rattle for the infant Prince Imperial.

In 1855, when the first aluminum company was formed, the cost of a pound of the metal was about \$200. In 1889 Charles M. Hall, of Oberlin, O., patented an electrolytic process. He, with a few of his friends, then started a small plant on the bank of the Allegheny River, eighteen miles above Pittsburg. The first year the company produced 75 pounds of aluminum a day, which was sold for \$4.50 a pound. In 1895 a company built a large plant at Niagara Falls, and this year it is building additional works. When these are completed they will have an output of 11,000 pounds daily. This will put the United States in front as the largest aluminum-producing country in the world.

Aluminum weight is about one-third of that of iron, and only steel of the highest quality and the best aluminum bronze will give a greater strength for a given weight than aluminum. It stands high in the list of malleable metals, and can be drawn into wire 1-250 of an inch in thickness. It is an excellent conductor of electricity, and would, at 20 cents a pound, take the place of copper for all electrical purposes.

In shipbuilding, where lightness is demanded, aluminum meets every requirement. Corrosion and galvanic action are easily overcome by properly painting the part subject to the action of the water and by using aluminum rivets. France and Germany have several torpedo boats made of aluminum, and pleasure yachts every year are being constructed of this metal.

FAMOUS IN A SEASON.

Although it's less than a year since The Sherwin-Williams Paints were put on this market they're the most famous paints in Canada to-day—the best known—the most talked of—the most popular.

How is this? Some will say it's the advertising. Certainly the advertising has helped **Some**. But the chief credit is due to the paints themselves—their good quality did it.

They give the kind of satisfaction that makes people talk about them. A man paints his house with **S. W. P.** and it looks so well, immediately his neighbor wants to paint his—we've known this to be so, time and again, and so their fame spreads. They're sold in far-off Victoria, in Winnipeg, in Windsor, Toronto, Quebec, Halifax, Charlottetown and intervening points—equally successful in all parts.

They're famous now—they'll be ten times more famous in '97. You'll see. Are you selling them?

The
Walter H. Cottingham Co.

Ltd.

Mfrs. The Sherwin-Williams Paint.

Montreal.

UNIFORM COMMERCIAL LAWS.

HON. J. E. ROBIDOUX, Battonier-General of the Quebec Bar, who presided at the recent meeting of lawyers at Montreal, from all Canada, gave expression to some sentiments that will strongly appeal to business men.

Speaking of the desirability of uniform laws for the Dominion governing commercial transactions, he said: "But, on the other hand, there are many laws of general interest, common to the whole country. By the discussion of the requirements of our legislation, and by the study and criticism of existing laws, we will be enabled to conceive and elaborate the necessary additions, amendments and reforms. I refer, amongst others, to our laws in regard to insolvency, bills and notes, etc. I am inclined to go further, and to hold that, in the public interest, certain parts of our commercial law might, without injury to local predilections, be rendered uniform to the advantage of trade and industry. Contracts of insurance are practically the same in all the provinces. Would it not prove beneficial, both to lawyers and to their clients, if such contracts were governed in all parts by the same laws? Prescription and limitation of actions also present, in my view, a suitable field. The merchant who deals with a resident of another province would no longer be impeded and harassed by doubts and uncertainties, and be obliged to obtain legal opinions from afar at every turn upon matters where his rights should be self-evident. Whether for their good or for their ill—and at present I am not free to declare my personal opinion in the matter—our lawyers are, it must be admitted, irresistibly drawn into politics. I find striking proofs of this fact among this audience, in which I see so many who have in the past shaped, and who now shape, the political destinies of their native land—men whose names would be found in all our Statute Books, if it were the custom to add after each statute the signature of its author. Thus, gentlemen, let us trust that our criticism of existing Dominion laws and the discussion of proposed laws will find ready at their post parliamentary orators, members of our association, who will plead before the House the cause which we consider just and right."

The necessity of uniform laws governing commercial transactions is one that every trader doing business either at Montreal or Toronto keenly feels. In no case is there a more glaring example of inconsistency than in the bewildering set of statutes which are supposed to govern cases of insolvency in the different provinces. Each has its own peculiar code, and a wholesale merchant who desires to be really secure, has to be a

lawyer as well, if he is to understand the multitude of laws bearing on the case. Besides this inconvenience, the insolvency law in one or two of the provinces—as has been pointed out before in these columns—is urgently in need of reform. Some of the provisions, to speak plainly, are an open encouragement to fraud, and the sooner they are repealed the better.

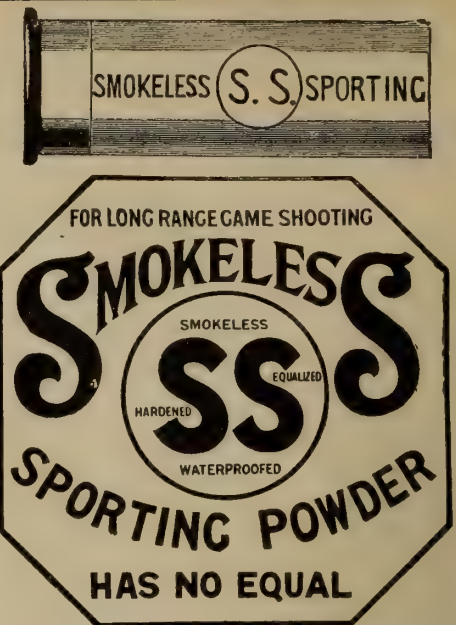
The meeting of lawyers above referred to unanimously decided to form a Canadian Bar Association. If the projected association can induce the legislators of their respective provinces to enact uniform laws on this and other commercial matters, the gentlemen of wig and gown will make themselves more popular with the business community than tradition gives them credit for.

AN EARLY-CLOSING CASE.

SOME time ago the Recorder of Montreal refused to deliver judgment in the early-closing case of Fournier vs. Baker.

Although the defendant pleaded guilty to the charge, the Recorder refused to render judgment, where upon Mr. Fournier took out a mandamus to force him to do so. The case came up before Judge Charland, who, on Monday, rendered judgment on this important and interesting issue. After setting forth the circumstances of the case, the court remarked that the Recorder had not pleaded to the action, leaving it entirely in the hands of the judge and simply filing his notes on the judgment in a previous case of the City v. Dame Rasconi, when he dismissed the action. From these notes, it appeared that the magistrate's present refusal to render judgment rested on the injustice and iniquity of the bylaw referred to, as interpreted by him. Now the case of Fournier vs. Baker was not one in which the magistrate could exercise his discretion and indefinitely postpone the judgment. The Recorder had not recused himself, nor had he been recused by either of the parties who were interested in getting a decision. A judge must faithfully carry out the law, and he has no right to shun the obligation under which he is to decide a case which comes before him within the limits of his jurisdiction and which he has heard, under pretence that such law is unjust and may give rise to serious inconvenience or produce deplorable results. A magistrate is obliged to either condemn or absolve, and while the Superior Court cannot dictate to a judge of an inferior jurisdiction in what sense he must render judgment, it can certainly force him to decide one way or the other a case heard before him. For all these reasons, the present mandamus must be maintained, and the Recorder ordered to render judgment in the case of Fournier vs. Baker within eight days.

Samuel Wellman, the Wallaceburg contractor, who, eight years ago, is said to have absconded with \$900, the property of his partner, Martin Martin, and who was a few days ago arrested at Petrolia by Major Coogan, was on Saturday brought to the county jail. He was committed for trial by Magistrate McDougall.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable
Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
"43" 872'72 " " "

Far in excess of any other Powder
Nitro or Black

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '300 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37 West Front Street Toronto

RATIONAL
HAMMERLESS



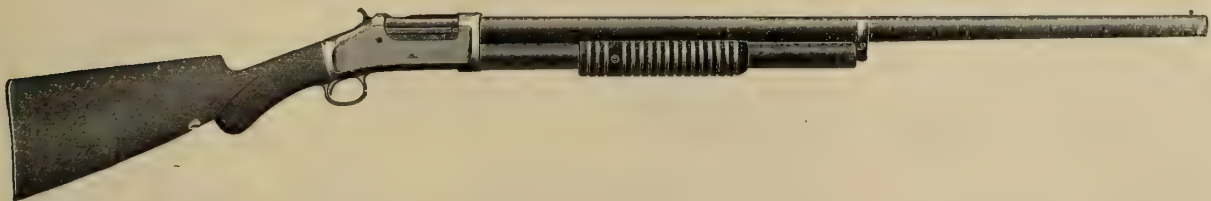
BREECH-LOADING GUNS. A large assortment, all Gauges.



MARLIN AND WINCHESTER RIFLES. All sizes.

RETURNED

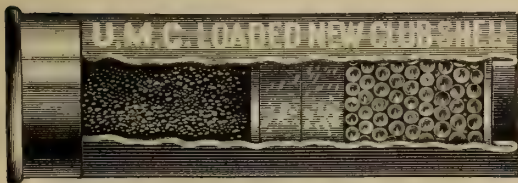
Sept 22/96



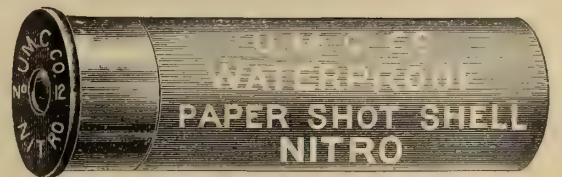
WINCHESTER REPEATING SHOT GUN. 12 Gauge Only.



Full Assortment U.M.C. and Dominion Metallic and Shot Cartridges.



Full assortment
Loaded and Empty
Shells.



POWDERS--Dead Shot and Schultze Clean and Good

Graham Cut and Wire Nails are the best.

PIG IRON PRODUCTION DECREASING

THE Iron Age in its monthly review of the pig iron production says: The pig iron industry is rapidly adjusting itself to the suddenly changed conditions by a sharp decline in the rate of production. Since May 1 there has been a decline in the weekly rate of output from 189,400 tons per week to 130,500 tons per week on September 1. The high water mark was reached on November 1, with a weekly product of 217,300 tons. Although there has been some addition to stocks in August, the production has now fallen off so heavily that it must be within the demand, however slender, particularly since some further instances of stoppages have been announced.

The weekly capacity of all the furnaces on September 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
September 1, 1806.....	145	130,500
August 1,	173	157,078
July 1,	191	180,532
June 1,	194	182,220
May 1,	196	189,398
April 1,	200	187,451
March 1,	207	189,583
February 1,	215	198,599
January 1,	241	207,481
December 1, 1895	242	216,797
November 1,	239	217,306
October 1,	232	201,474
September 1,	215	194,029
August 1,	200	180,525
July 1,	185	171,194
June 1,	172	157,224
May 1,	171	156,554
April 1,	171	158,132
March 1,	173	156,979
February 1,	179	163,391
January 1,	182	168,474
December 1, 1894	184	168,762
November 1,	18	162,666
October 1,	172	151,135
September 1,	171	151,113
August 1,	135	115,356
July 1,	107	85,950
June 1,	88	62,517
May 1,	127	110,210

As compared with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number	Capacity	Number	Capacity
	in blast.	per w'k.	in blast.	per w'k.
September 1, 1896....	124	124,271	21	6,229
August 1,	153	153,544	23	6,264
July 1,	168	174,041	23	6,491
June 1,	175	176,749	19	5,471
May 1,	180	184,634	16	4,700
April 1,	180	182,162	20	5,286
March 1,	187	184,104	20	5,179
February 1,	194	192,375	21	5,085
January 1,	218	202,257	23	5,224
December 1, 1895	210	211,565	23	5,232
November 1,	215	212,127	24	5,179
October 1,	209	196,816	23	4,598
September 1,	194	189,653	21	4,376

The position of stocks, sold and unsold, as reported to us September 1, was as follows, the same furnaces being represented as in former months:

Stocks.	June 1.	July 1.	Aug 1.	Sept. 1.
Anthracite.....	655,663	684,497	750,283	802,018
Coke and Charcoal...	130,280	131,875	140,081	156,413
Totals	785,943	816,372	890,364	958,431

The eastern group, which includes New York, New Jersey and Pennsylvania, east of the Alleghany Mountains, increased its stocks from 135,427 tons on August 1 to 130,523 tons on September 1. Western Pennsylvania rose from 172,750 tons to

181,539 tons. Ohio and the Wheeling district remained practically stationary, with 144,747 and 144,036 tons respectively. The south, including Kentucky, shows a growth in the stock from 299,453 tons to 313,128 tons.

NIAGARA POWER IN BUFFALO.

THE Electrical World states that a contract was closed, on July 27, between the Cataract Construction Company of Buffalo and Niagara Falls, the Buffalo Power and Conduit Company, the Buffalo Street Railway Company and the General Electric Company, involving the transmission to Buffalo of electric current generated at the Falls. The power, according to the terms of the contract, will be delivered in Buffalo not later than November 4 next. The Buffalo Power and Conduit Company, who were incorporated last June, will control the distribution of the current in the city, and will connect their lines with the transmission line of the Cataract Construction Company, at the northern boundary of the city. The contracts for the construction of the transmission line, which is to bring the current to the city limit, it is stated, were let on July 25. The pole line will be of sufficient capacity to carry wires for the transmission of 40,000 horse-power to the city, should that amount of power ever be demanded. The line will run from the transformer house at Niagara Falls along what is known as the 2-mile line road, near the tracks of the New York Central and Erie railroads, crossing the creek at Division street, and from Tonawanda to the Buffalo city line it will follow the banks of the canal.

The General Electric Co. will furnish the generating apparatus required to deliver 1,000 horse-power in Buffalo. This power will be delivered to the Buffalo Street Railway Co. by November 4 next, for the operation of their cars. It is not the intention of the Buffalo Street Railway Co., however, to abandon their Niagara street power plant, at least for the present, although this object may be ultimately carried out. In this connection it is stated that the Buffalo Street Railway Co. produce the steam power which they are now using to run their machinery for the development of electrical power at a remarkably low cost, and the adoption even partially of Niagara Falls power in the face of this fact indicates the belief of the company in the successful and cheap transmission of this power to the city. The steam power of the Buffalo Street Railway Co. is one of the very cheapest developed powers in the country. It is stated that the company will utilize the new power entirely for night car service, and in conjunction with the Niagara street plant during the daytime. The electrical equip-

ment at the Falls will be on the three-phase system, the initial voltage (two-phase) being 2,200. This will be raised to 10,000 or 20,000 (three-phase) (the limit has not yet been settled upon) by means of three step-up transformers. Any two of the transformers will deliver 2,500 horse-power, the third being a spare one. It is the intention of the Cataract Construction Co. to commence transmission operations at 11,000 volts, and later to increase the capacity of their transmission system by increasing the potential to 22,000 volts. The transformers will be designed and insulated to withstand the latter pressure. A complete system of air-blast apparatus is also to be provided for cooling these transformers, as well as a marble switch board with all necessary instruments for controlling their operation. At the Buffalo end of the line the voltage will be reduced to 400, and at this pressure the current will drive two 500 horse-power compound wound rotary converters at the Niagara street power house. These converters will produce a 550 volt direct current for the operation of the cars. The rotary transformers will be placed in parallel with the present generators in the Buffalo power house. They will be of the iron-clad type with steel frames, with collector rings for the three-phase current at one end and a commutator for the direct current at the other. They will have 40 poles and will run at 500 revolutions per minute, and are similar to that placed in the Niagara power house to furnish current to the Buffalo & Niagara Falls Railroad.

One of the General Electric Company's engineers is reported to have said that 88 per cent. of the power generated at Niagara Falls will be delivered to the trolley lines in Buffalo, representing losses in transmission, etc., of 12 per cent.

This is the first contract made covering the actual transmission of power to Buffalo from Niagara Falls. For it there was keen competition between the General Electric and the Westinghouse companies, and the capture of the coveted prize by the General Electric Company may occasion some surprise, especially in connection with the recent visit to the Falls of Messrs. Westinghouse, Tesla and others interested in Westinghouse affairs.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Scientifically Correct

Is the process of manufacture employed
in the production of . . .

GUELPH BAR IRON

FINEST IMPORTED IS NO BETTER.

**FOR YOU-- PLEASED CUSTOMERS
IMPROVED TRADE**

by handling this Iron. Even, tough and true to gauge.

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

HOBBS HARDWARE CO. London, Ont.

Special Drives during Fair Week, September 14th to 19th.

Breech Loading Guns from \$5.50 up. Single Barrel Muzzle Loading Guns from \$1.75 up. Western Gun powder, \$3 per keg of 25 lbs., also large job line of Cutlery and other goods. Call and see us, our travellers will be here to give you every possible attention and make your visit a pleasant one.

Hobbs Hardware Co., London.

WE CAN PROVE every statement we make regarding
the superior worth and capabilities of

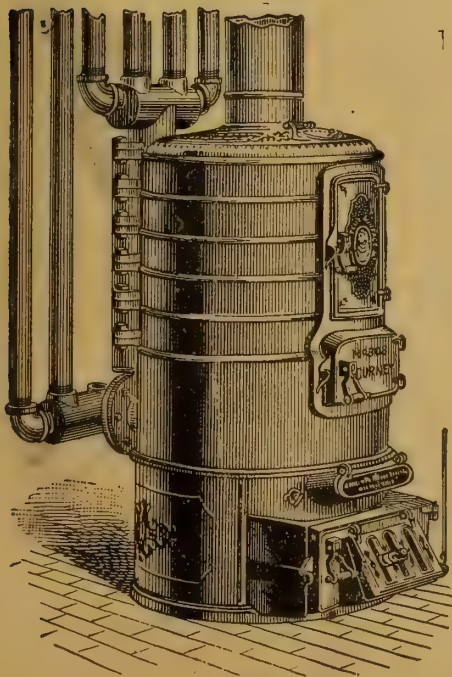
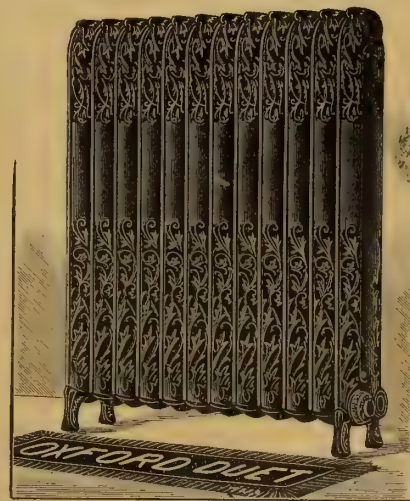
"OXFORD" Boilers and Radiators

For

HOT WATER OR STEAM

They have been adopted by the Dominion Government, are endorsed by leading architects and engineers the world over, and never fail to give complete satisfaction. The **RADIATORS** are of unequalled construction and graceful design, representing all the best ideas and latest improvements, in an immense variety of sizes and styles.

SEE OUR CATALOGUE FOR FULLER
DETAILS AND PRICE LIST.



The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

ESTABLISHED 1860.

INCORPORATED 1895.

"CRESCENT" AND "VICTORIA"

STEEL ENAMELLED WARE.

KAISER KOFFEE KAN

Latest improved coffee pot made. If your customers appreciate delicious coffee ask them to try the "Kaiser."

SEND FOR SAMPLE LOT.

The Thos. Davidson Mfg. Co. Ltd. - Montreal

ELBOWS, COAL HODS, FIRE SHOVELS, STOVE BOARDS, ETC.

A UNITED STATES INVASION.

THE following interesting bicycle items are taken from London Ironmonger: The Syracuse Cycle Co., makers of the "Crimson Rim" bicycle, are arranging to open up business in this country for next season, and intend to go into the trade in a very thorough manner. Mr. John C. Bowe, president of the company, arrived not long since, accompanied by his chief selling representative, Mr. W. O. Turrell. The "Crimson Rim" machines are a very well known American make.

A representative of Geo. N. Pierce & Co., of Buffalo, N.Y., has also been visiting this country, with a view to arranging for the introduction of the Pierce machines on to the English market.

The Buffalo Cycle Co., likewise of Buffalo, N.Y., have appointed the well-known hardwaremen, J. C. Plimpton & Co., of London and Liverpool, their English representatives. This appointment was made a considerable time ago, but it is only recently that the Buffalo company, owing to press of business in America, have been in a position to ship their "Envoy" and "Fleetwing" machines across the Atlantic. The London address of Plimpton & Co. is 16 Curtain Road, E.C.

The "America" cycles are on view at 1

High street, Aldgate, London, E., where a wholesale depot has been opened.

A representative of the Royal Cycle Works, of Marshall, Michigan, has been in England arranging for the introduction of the Royal cycles.

The Overman Wheel Co., of Chicapee Falls, a very large cycle-making concern, are contemplating an attack on the English market, and intend to exhibit at the Stanley Show.

The Warwick cycles, also of American origin, are being handled by Hunt & Co., of Dufferin street, Golden lane, E.C. They are built with narrower treads than many American makes, and can be had, if so ordered, with detachable tires and steel rims.

It is imagined by some, and perhaps not without a certain amount of reason, that many of the American makers who have been flocking to our shores, have merely come here temporarily, because, having over-estimated the demands of the American trade this year, they find themselves at the end of the season saddled with a large surplus stock. We do not in the least suppose, however, that many of the largest American concerns have the slightest idea of relinquishing the hold they have obtained on the English market, and this view is

borne out by the announcement that the Lozier Manufacturing Co. intend making 10,000 low-priced machines next year for the English trade. Other firms are also endeavoring to adapt their machines to English tastes.

The possibility of the Americans attempting to push their steel-tubing in this country, instead of buying up huge supplies of English tubing, as they did a year ago, has matured into a reality, and the Ellwood Welders' Tube Co. have now opened an office on Holborn Viaduct. It is anticipated that American lamps and, perhaps, pedals will be largely imported for next season's trade.

DEATH OF A PAINT MERCHANT.

Mr. A. M. Ross, senior member of the firm of Ross Bros., painters, Hamilton, died on Sunday night. He was born in Hamilton in 1838, and worked for a number of years in the car shops of the Great Western Railway. After the death of his father he took charge of his business, and conducted it with his brother. The deceased took a great interest in educational matters, having represented Ward 5 on the Hamilton Board of Education for 21 consecutive years. He was a prominent member of Welsey Church and of the A.O.U.W. He had been ill for some time. He leaves a widow, a son, and three daughters. The remains were interred on Tuesday.

McCREADY

places in the time race. This proves beyond doubt McCready's bicycles are faster and stronger than other makes.

A TRIAL WILL CONVINCING YOU that these wheels are winners every time. They cost no more than other high grade wheels and we can give you them as low as \$55. To win races and ride with ease, ride THE McCREADY.

JUST A LITTLE BETTER THAN THE BEST.

JUST A LITTLE FASTER THAN THE REST.

The R. A. McCREADY CO. Ltd., = = = Toronto, Ont.

FIRST AGAIN.

The Canadian 20-mile record smashed by H. Cassidy in 59.08 on his Pink Flyer, Canada's Favorite, at the R. Q. T. road race. Second place was taken by F. Graves, also on a Pink Flyer.

Although there were only ten or twelve Pink Flyers entered, against ten times the number of other makes, we succeeded in taking first and second

Special attention and prompt shipment given
to all orders for



Window Glass

**Star, Diamond Star,
Double Diamond, Plate,
Colored, Fancy, Enamelled, Leaded,
Etc., Etc.**

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

POWDER . .

PIGOU, WILKS & LAURANCE (1-lb. tins).

SNAP SHOT

CANADIAN RIFLE

F.F., F.F.F.

DUCKING

TRAP

NORTH-WEST RIFLE

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 18, 1896.

HARDWARE.

THERE has been considerable activity in hardware during the week, but the distribution of it has been restricted to several lines, while others have been dull and almost motionless in comparison. Barbed and plain wire, for instance, are lifeless, and the same can be said of cut and wire nails, horse nails, belting, plumbers' supplies, etc. On the other hand, there has been a fair demand for horseshoes and screws, and a good steady trade has been transacted in bolts and nuts. Rope, chain and apple parers have also received attention. The most noticeable activity of all has, however, been in sleigh bells, which are opening out well, and cutlery and sporting goods, both the latter moving in large volume. Tinware and ironware continue in fair demand. Few changes in value are noted. Makers, however, are said to be considering some changes in tacks and wire nails, though none have been announced, while it is not unlikely that inside prices on building paper might be shaded.

PLAIN WIRE—No activity to report. Jobbers in Quebec are allowed an extra 5 per cent. on hay-baling wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—Dull and unchanged. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Dull, with little change to report. Discounts are: 70 and 10 f.o.b. Montreal for Quebec province, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, Manitoba and Territories, 67½c.

CUT NAILS—Business quiet and prices unchanged at \$2.75, f.o.b. Montreal, with 5c. rebate off the face of the invoice.

HORSE NAILS—Much as they were reported last week. Discount, 50 per cent.

HORSESHOES—There is no alteration in these, demand continuing fair, as noted a week ago. We quote: iron \$3.50, and steel \$4.75 to \$5.75.

TACKS—The makers have, it is understood, been considering some changes, but at this writing none have been announced.

SCREWS—There is a good demand for screws. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—A better trade is noted in this line, though not of large dimensions. Discounts, 12½ per cent.

CARRIAGE BOLTS—There is a good steady trade in these, discounts being 60 per cent.

IRON RIVETS—There is a fair demand. Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Fair enquiry in a jobbing way with discount 50 per cent.

ROPE—There is a fair demand for rope in the matter of halter lines, etc. We quote: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ to 8¾c. for 7-16 and upwards.

SLEIGH BELLS—Orders for these, especially from this province and the Northwest, are opening up well.

BELTING—There is little change in belting in this market.

CHAIN—Orders for cow ties, etc., continue fair.

CUTLERY—Trade in both table and pocket cutlery has increased during the week.

SPORTING GOODS—The volume of business in guns, rifles and ammunition has increased materially during the week.

APPLE PARERS—Demand for these is still maintained, and the trade unanimously admit that the turnover has been the largest for several years.

PLUMBERS' SUPPLIES—Very little alteration to note in business conditions.

CHURNS—Discounts continue at 70 per cent., and only a few are being taken.

CLOTHES WRINGERS—Demand is quiet on the basis of \$26.50.

AXES—There is a good demand for chopping axes, ordinary, at \$7. Buck axes move at \$5.75, and small steel at \$5.50.

TOOLS—A few draining tools were the only goods asked for this week.

TINWARE—Stove furnishings of all kinds have been in brisk demand.

IRONWARE—Kitchen ware, enamelled, granite and plain iron, has been moving to a fair degree.

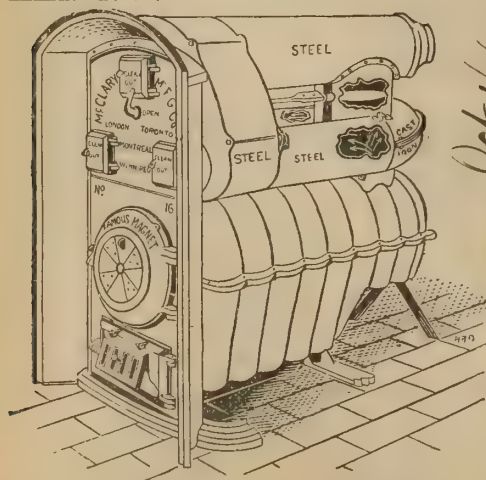
BUILDING PAPER—There is no quotable change, but it is claimed that inside figures would be shaded. Demand is of a fair character. We quote: Plain building, 30 to 35c.; tarred lining, 40 to 45c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—Business quiet at \$1.95 to \$2.05 for English and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—Steady, with a fair demand, at \$16 to \$21 per 1,000.

DETAILS.

The heavy iron and metal market has not furnished many changes during the week. In fact, the only notable one is that offers of Hamilton pig have been made at rather lower figures than prevailed last



The "FAMOUS MAGNET" Wood Furnaces

Each season increases their popularity.

Their immense heating power, economy in fuel and ease of management commend them to all. We will this season make them in eight sizes—Nos. 12, 14 and 16, with three steel cylinders in radiator, Nos. 112, 114, 116, 17 and 19, with four, giving a line suitable for all conditions.

We can gladly refer you to every buyer who has handled them, and it will pay you to investigate their merits.

The McClary Mfg. Co., Ltd.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. Clothes Lines and Semaphore Wires.

(Send for 1896 Catalogue--P. O. Box 2274.)

Horse Nails

That combine every good point required for the purpose, and sold at the same price as other brands, should be singled out for preference in buying. That is our idea in asking your orders for the "C" brand horse nails as made by us.

Canada Horse Nail Co.

MONTREAL.

DRAIN PIPES

Best Canadian and Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated FRENCH

Factories of the ST. GOBAIN CO. makes the Best Shop Windows. The whitest and most brilliant. For sale only by

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

week. Otherwise values generally are precisely as they were.

PIG IRON—The chief feature has been the shading of 25c. per ton in the price of Hamilton pig, which was offered at \$17.75, and it is claimed that even this figure might be cut. Business was done at the price, and some Nova Scotia brands were also placed at \$16.50. We quote: Summerlee and equal brands, \$19 to \$19.50. Carron, \$19.50, and Nova Scotia pig, \$16.50 to \$17.50, according to grade; Hamilton pig, \$17.75 to \$18.

BAR IRON—The easy feeling noted in bar iron still prevails, but as trading has been confined to small lots, no change is to report. We quote \$1.55 f. o. b. Montreal.

HOOPS AND BANDS—There has been a fair trade on the basis of \$2.30.

SHEET STEEL—Some fair jobbing orders are noted on the basis of \$2.50 to \$2.75.

SHEET IRON—Moves only in a small way on the basis of \$2.60 to \$2.70 for the more standard gauges.

TINNED IRON—Small quantities meet a fair enquiry and values are steady at \$5.75 up to 24 gauge.

GALVANIZED IRON—The improvement noted last week is maintained, and prices are steady. We quote: "Queen's Head," \$4.25 to \$4.50, and "Lion" brand \$5.25 to \$5.50.

LEAD PIPE—There is a steady trade at last quotations, 7 to 7½c., with 30 per cent off.

PIG LEAD—A quiet demand has been experienced at \$3.15 to \$3.25, and these might be shaded in the case of a round lot.

PIG TIN—Demand is quiet and prices unchanged, as last quoted, 15½ to 16c.

INGOT COPPER—Unchanged, with little movement, at 12 to 13½c., though the inside would be shaded for a round lot.

SHEET COPPER—As last reported at 16c.

IRON PIPE—There is a fair demand for pipe. Discounts run from 65 to 70, 10 and 5 per cent.

CANADA PLATES—The improved demand for Canada plates continues. No change in prices is to report, however, which remain at \$2.15 to \$2.25, as to quantity.

TIN PLATES—Low prices and the prospect of fresh importations costing more money has induced some cautious orders for these. Buyers, however, will not operate ahead to any great extent. We quote: Coke \$2.75 and charcoal \$3.25 to \$3.75.

TERNE PLATES—There has been an increase in the orders for ternes, but not of an extensive character. Prices remain at a range of \$5.75 to \$6.25, as to grade.

SOLDER—The same as last reported, at 11½ to 13c.

SHEET ZINC—There has been a fair demand for small jobbing quantities at the outside price. Otherwise business is dull. We quote 5 to 5½c.

SPELTER—Only a light trade is passing at \$4.50 to \$4.75.

ANTIMONY—Dull, as last noted, at 10c.

GLASS.

The improved demand for window glass is maintained and a good volume of trade, both for city and country, is reported. We

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC, IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729



Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors

quote : First break, \$1.30 ; second, \$1.35 to \$1.40, per 50 feet ; and \$2.80 to \$3.00 for third break, per 100 feet.

PAINTS AND OILS.

The better feeling reported in our last is maintained, although the volume of business is not such as to put any pressure on makers. The trade doing is mainly for immediate consumption or distribution. Prices keep steady without any important change. Linseed oil is being freely offered, giving the market a feeling of weakness, but there is not much room for decline in price.

WHITE LEAD—Best brands in good demand at firm prices. We quote : Choice brands Government standard, \$4.75 ; No. 1, \$4.50 ; No. 2, \$4.25 ; dry white, \$4.50.

RED LEAD—Meets a steady enquiry at recent quotations. We quote : Pure, 4c. in casks, and 4¼c. in kegs ; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—A fair amount of business doing at scheduled prices.

LINSEED OIL—Quiet, with an easier feeling, but except for large wholesale lots it could not be bought cheaper than 47c. for raw, and 50c. for boiled, Montreal terms.

TURPENTINE—Firm, all parties feeling that bottom has been touched. We quote : Single barrels, 38c., 5 barrel lots 37c., Montreal terms.

CASTOR OIL—Quiet and steady under light stocks, at 7½ to 8½c.

NAVAL STORES—Fair enquiry. We quote : Resins, \$2.85 to \$5, as to brand ; coal tar, \$3 to \$3.50 ; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Quiet and steady. We quote as follows : Bleaching powder, \$2 ; bicarb. soda, \$2.25 to \$2.35 ; sal. soda, 70 to 80c. ; carbolic acid, 1-lb bottles, 25 to 30c. ; caustic soda, 60 per cent., \$1.75 to \$2 ; do., 70 per cent., \$2 to \$2.20 ; chlorate of potash, 17½ to 20c. ; alum, \$1.40 to \$1.50 ; copperas, 60 to 75c. ; sulphur flour, \$1.50 to \$2 ; do. roll, \$1.50 to \$2.20 ; sulphate of copper, \$4.50 to \$4.75 ; white sugar of lead, 7½ to 8¼c. ; bich. potash, 10 to 12c. ; sumac Sicily, per ton, \$50 to \$60 ; soda ash, 48 and 58 per cent., \$1.15 to \$1.50 ; chip logwood, \$2 to \$2.50 ; cream of tartar, per lb., 27 to 32c. ; Glycerine, per lb., 20 to 25c.

HIDES.

There is a fair demand for hides, at a range of 3 to 5c. per lb. as to grade.

PETROLEUM.

Demand for petroleum is increasing and prices are not notably changed.

ASHES.

Continue quiet and steady. We quote : Firsts, \$3.50 to \$3.55 ; seconds, \$3.05 to \$3.10 ; and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

The Canada Paint Co. note a good demand for leading brands of red and white lead.

Hamilton pig iron has been offered 25c. per ton lower on this market during the week.

Lamplough & McNaughton are having great success with Beaver bearing metal in

50 and 100-lb. boxes and 5-cwt. casks. They are the sole Canadian sales agents.

Descriptive cards and prices of the well-known Arbenz's razors can be had on application to Lamplough & McNaughton, St. Sulpice street, Montreal.

Lamplough & McNaughton offer the trade a toilet clipper in five sizes ; three extra combs supplied if desired. It is of finest quality and finish, manufactured by Theile & Quack, Elberfeld, Germany.

ONTARIO MARKETS.

TORONTO, Sept. 18, 1896.

HARDWARE.

TRADe does not this week present any strikingly new feature. The travelers who were in the warehouses during the Exhibition to attend to their customers from the country are again on their respective routes, and they are sending in some nice orders. The volume of business appears to be larger than it was a week ago. About the only change in prices is a reduction in shoe tacks, trunk tacks and nails. A nice sorting-up trade is being done in axes. A good many orders are being booked for cow ties, rope halters, sleigh bells, horse blankets, stocks in which lines appear to be pretty well cleaned up all over the country. Reaping hooks, corn husks and corn knives are all receiving fair attention. Payments are slow.

ORDINARY FENCE WIRE—Quiet and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days ; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs. ; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Dull. We quote : Barb wire, \$3 ; plain twist, \$3 per 100 lbs. ; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs ; on spools lighter than 75 lbs. 10c. extra will be charged. Terms : 60 days, or 2 per cent off 30 days.

WIRE NAILS—Trade is still quiet, although there are probably a few more nails going out than there were a week ago. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

CUT NAILS—Much about the same remarks apply to these as to wire nails. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is fair at the discount of 50 per cent.

HORSESHOES—The demand keeps fair. We quote, f.o.b., Toronto : Iron, \$3.60 ; Steel, No. 0, 1, 2, \$5.60 ; 3, 4, \$4.85 ; assorted, \$5 to \$5.35 ; toe weight, \$5.80.

SCREWS—There is the usual demand. Discounts are : Flat head, bright, 80, 10 and 5 ; round head, bright, 75, 10 and 5 ;

flat head, brass, 77½, 10 and 5 ; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Trade is quiet. Discount, 10 to 12½ per cent.

CARRIAGE BOLTS—Business is steady and prices unchanged. Discount, 60 per cent.

RIVETS AND BURRS—Demand keeps fair. We quote : Stove bolts, 60 and 10 ; iron rivets, 60 and 5 ; iron burrs, 55 and 5 per cent. ; copper rivets, 50 and 10 per cent.

ROPE—As noted elsewhere, there is a firmer feeling in the raw material market. We quote ; Sisal, 7-16 in. and larger, 6¼c. ; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c. ; ¼, 5-16, ¾ in., 8¾c. ; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CUTLERY—There is a good trade doing. The demand is chiefly for butcher and pocket knives, and table knives and forks.

SPORTING GOODS—The demand is good, guns, rifles and ammunition all going out in good quantities.

APPLE PARERS—A good many have gone out during the week. Prices range from \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—Some houses are very busy, particularly in closets and tanks.

CHURNS—Quiet. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

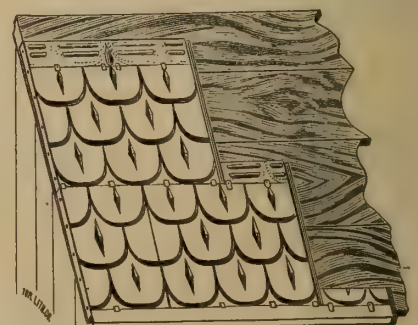
CLOTHES WRINGERS—Trade is without special feature. We quote \$26.50 as the ruling price.

TOOLS—There has been a good demand this season for reaping hooks, much to the gratification of those who a few weeks ago feared they were going to be left with large stocks on their hands. Corn hooks, corn huskers, corn knives and husking gloves are still in active request. Grain scoops and furnace scoops are quiet.

AXES, ETC.—Jobbers report a nice sorting up trade in axes. "But the retail merchants this season are placing their orders just as they want them," remarked a jobber. "The manufacturers were evidently not able to induce them to place forward orders, and this accounts for the nice trade the jobbers are now doing."

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BUILDING PAPER—Trade is fair. We quote: Plain building, 35c. per roll; tarred lining, 45c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

GRANITE WARE—Trade is keeping up nicely in this line.

FALL SPECIALTIES—A good many orders are being booked for sleigh bells, horse blankets, coal hods, stove boards, etc.

STOVES AND FURNACES—Trade is beginning to open up, but the season is a little later in starting this year.

METALS.

All heavy metals are on the quiet side. In pig iron the feature is the withdrawal of prices by the southern furnace people.

PIG IRON—We hear of transactions in Hamilton pig iron at \$16.50 for No. 1 in 100-ton lots. The southern furnaces have withdrawn prices from the Toronto market.

BAR IRON—There is practically nothing doing. Base price is still \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—A fair demand is still to be noted. We quote: \$2.30 to \$2.35.

SHEET STEEL—Business is confined to small lots. We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3/4 to 4c. per lb.; do. 26 gauge, 4 1/4 c.

BLACK IRON—There is not much doing. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—There is a fair demand for small lots. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4 1/4 c.; extra large sizes, 6 1/2 to 7 1/2 c. per lb.

GALVANIZED IRON—Much as before. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, 4 3/4 c. per lb.; 18 to 20, 3 3/4 c.; 22 to 24, 3 3/4 c.; 26, 4 1/4 c.; 28, 4 3/4 c. Cheaper grades can be obtained 1/4 c. per lb. less, and small lots are 1/4 c. higher.

LEAD PIPE AND TRAPS—There is a good demand for both these lines. We quote: Lead pipe, 7c.; lead waste, 7 1/2 c., discount, 30 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet, with discount unchanged at 60 and 5 per cent.

PIG LEAD—Demand continues fair at unchanged prices. We quote 3/4 to 3 1/2 c. for small lots.

INGOT TIN—A fair demand is reported for small lots at 16 to 16 1/2 c. In London the market is steady; in New York it is in a state of hesitation.

INGOT COPPER—The outside markets have been irregular. The local market is quiet at 12 1/2 to 13c. for small quantities.

SHEATHING COPPER—Quiet. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade continues to be fairly good. Discounts on Canadian pipe from stock are as follows: 1/4-inch, 65 per cent.; 3/8 to 1/2-inch, 67 1/2 per cent.; 3/4-inch, 70 and 5 per

TRADE "COALITE" MARK

REGISTERED.

The new Anti-Corrosive Preservative for Metal. Resists acids and gases. Supplied in packages of from one to forty gallons, mixed ready for use. Try a sample gallon.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

cent.; 1 1/4 to 1 1/2-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent. English we quote as follows: 1/4, 60 and 10 per cent.; 3/8 to 1/2 inch, 67 1/2 per cent.; 3/4 to 1 1/4 inch, 70 per cent.; 1 1/4 to 1 1/2 inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; galvanized iron pipe, 1/2 inch, 47 1/2 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1 1/2 inch, 6 1/2 c.; 2-inch, 7 1/4 c.; 2 1/2 inch, 9 1/4 c.; 3 inch, 11c.

RANGE BOILERS—Trade is steady. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$5.50; 35 gal., \$6.50; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade is moderate. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—The improved demand noted during the week has been fairly well maintained. We quote as follows: Charcoal, M.L.S., J. R. & Co. or "Famous," 1 C, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, 1 C, \$3.50; 1 X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

CHAIN—There is no demand for coil chain yet, and a good business is not looked for this season on account of the dullness in lumbering operations. Cow chains are in good demand. Quotations on coil chain are: 1/4 in., 4 3/4 c.; 3/8 in., \$3.70; 1/2 in., \$3.25. Large quantities can be shaded.

TERNE PLATES—The conditions are much about the same as a week ago: We quote: 1 C, \$6; 1 X, \$8.

ZINC SPELTER—The New York market is irregular and quiet, and there is not much doing locally. We still quote 4 1/2 to 4 3/4 c., according to quality.

SHEET ZINC—The improvement in business noted last week has been maintained. We quote 5c. for cask lots and 5 1/4 c. for small lots.

ANTIMONY—Dull. We quote: 8 to 9c. for Cookson's.

OLD MATERIAL.

There is no change either in regard to volume of business or prices. We quote as follows: Agricultural scrap, 45 to 47 1/2 c. per cwt.; machinery cast, 47 1/2 to

50c. per cwt; stove cast scrap, 27 1/2 to 32 1/2 c.; No. 1 wrought scrap, 40 to 45c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7/4 c. per lb. (bottoms), heavy scrap copper, 7 1/2 to 8c.; new light, 7 to 7 1/2 c.; light scrap brass, 4 to 4 1/4 c.; heavy yellow scrap brass, 5 1/2 c.; heavy red scrap brass, 6 to 6 1/2 c. scrap lead, 2c.; zinc, 1 1/2 to 1 3/4 c.; scrap rubber, 3/4 to 3 1/2 c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

There is some activity to be noted in window glass, but it does not amount to much. There is a good deal of plate glass moving. Fancy glass is quiet. We quote window glass as follows: Fifty-foot boxes, first break, \$1.25 to \$1.30; ditto, second break, \$1.40; 100-foot boxes, first break, \$2.40 to \$2.60.

PAINTS AND OILS.

The volume of trade generally speaking is not satisfactory. White lead is much about the same as a week ago, but red lead is going out more freely. It is universally conceded that trade in liquid paints is dull. Turpentine and linseed oil are in moderate request only and prices have been reduced one cent per gallon. As will be noted in our editorial columns, an agreement has been reached between the Montreal and Toronto dealers regarding both linseed oil and turpentine. There is a little more doing in varnishes, but prices are being badly cut.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 45c.; ditto, 5 to 9 barrels, 44c.; boiled, 1 to 4 barrels, 48c.; ditto, 5 to 9 barrels, 47c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote : 1 to 4 barrels, 39c.; 5 to 9 barrels, 38c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7¼c. per lb. and 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote : Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are firm, with cured quoted at 6¼ to 6½c. Dealers pay 6c. for No. 1, 5c. for No. 2, and 4c. for No. 3.

CALEFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins 50 to 52c.

WOOL—Receipts are limited and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

PETROLEUM.

Trade is fairly active at unchanged prices. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES.

The southern furnaces have withdrawn prices from the Toronto market.

The Graham Nail Works report an increased demand during the past ten days.

Toronto jobbers report that trade in sheep shears this season has not been as good as usual.

The saw works of the James Robertson Co., Ltd., Toronto, are running full time again.

Turpentine and linseed oil have been reduced 1c. per gallon, and quotations are the same in both Toronto and Montreal.

Large sales of Joseph Elliott & Sons' butcher knives are reported by H. S. Howland, Sons & Co.

A shipment of reap hooks and corn knives is to hand with H. S. Howland, Sons & Co. The firm is experiencing a good demand for these.

H. S. Howland, Sons & Co. are in receipt of a shipment of Pieper's combined shot and ball guns. These guns will take 12 gauge cartridges and 38-55 ball.

It was shown by a report brought down in the House of Commons on Thursday that one of the orders-in-Council approved of by the Governor-General before the Tupper Government went out of power was one appointing Mr. W. Millichamp hardware appraiser at Toronto.

UNITED STATES MARKETS.

NEW YORK, Sept. 18, 1896.

PIG TIN—Late yesterday some fair-sized lots of Straits were sold at 13.05c. cash, in store, and exceedingly low figures were said to have been made privately on 'Change contracts. To-day's market was a trifle firmer, however, in sympathy with better London advices, but business was on a moderate scale, and the demand from all quarters reflected general inclination among buyers to go slow. Some business was effected at prices on the basis of 13.10c. f.o.b. for round lots, but at the close purchases were not easily made at under 13.15c. f.o.b. despite very low "official" quotations.

COPPER—Lake Superior ingot was sold from second hands at a shade under 10¾c. cash, and more of the metal could have been obtained elsewhere at 10¾c. for early delivery, although the report circulated that exporters had purchased and still are buyers at that price. Home trade orders continue scarce and are invariably small. Refined electrolytic sorts hold firm at 10½ to 10⅝c., but only small parcels bring the outside rate. Casting stock is steady at 10⅜ to 10⅝c. for other than very inferior kinds, but few or no purchases of other than small parcels are being made at the moment.

PIG LEAD—During the past few days about 500 to 600 tons common domestic have been sold here for early delivery at 2.77½c. mostly at the inside price. Buyers now offer 2.77½c., and the market is firm to that extent; but at 2.80c. buyers seem to draw the line on larger lots than carloads. London advices were strong, quoting £11 3s. 9d. for soft Spanish.

SPELTER—A moderate business in carload lots is about all that is taking place and the demand continues extremely tame. Prices are somewhat uneven, however, at 3.60 to 3.70c. as to brand. London cable was £16 5s. for good merchant brands.

ANTIMONY—The market remains quiet, with prices unchanged. Regulus quoted at 7⅜c. for Cookson's, 6⅝c. for Hallett's and 6½c. from Japanese from store.

TIN PLATE—Business continues surprisingly dull. Orders continue small, and are few numerically, with the call almost wholly for early deliveries. Prices are, however, held very steady.

IRON AND STEEL—The various branches of the market remain in spiritless condition and prices all along the line are unchanged.

PERSONAL MENTION.

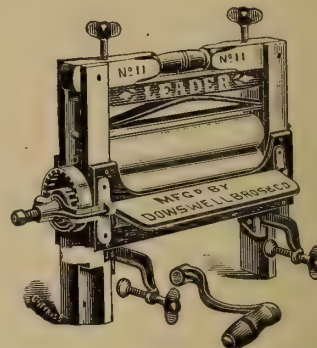
Mr. Alex. T. Taylor, son of Wm. Taylor, a well-known hardware man of Carleton Place, has accepted a position with the Toronto Lead and Color Co., and will travel on the southern division of the G. T. R., and southern counties, for that firm. Mr. Taylor is a bright young man and will no doubt make his mark in his new sphere.

Mr. James Coy, of Coy Bros., St. Catharines, is in a private ward in the Toronto General Hospital, suffering from kidney trouble.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

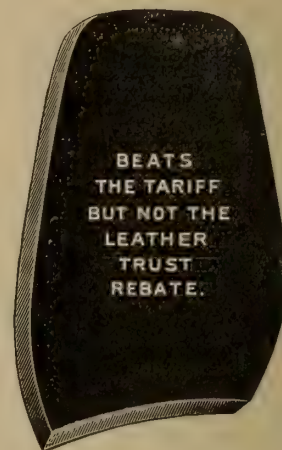
Hardware and Metal, Toronto



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

DELAYED SHIPMENTS.

THE recent blockade of the Galops canal on Saturday and the delay of some twenty barges, four tugs and the R. & O. N. steamer Passport, caused a heavy loss to shippers at Montreal. Accordingly, at a meeting of the Montreal Corn Exchange, Edgar Judge presiding, the following was adopted unanimously:

That this association respectfully begs to draw the special attention of the Hon. Minister of Railways and Canals to the great detention of grain-laden vessels and barges at the Galops canal owing to the low water and obstructions at entrance of that canal, and to the delay to ocean ships at this port consequent thereon; and prays the Minister to order that extraordinary efforts be made for the immediate removal by dredging of such obstructions to navigation at this and other points on the St. Lawrence River and canals, whereby at least nine feet of water can forthwith be depended upon at all times.

In speaking on the resolution Mr. Thomson said that he considered it a matter of great importance to Montreal and to all Canada. The present Minister of Railways and Canals had been in office such a short time that he was probably not aware of what a delay of this kind meant, particularly at this season of the year. There was now from 7 to 7½ feet of water in this canal under certain conditions of the wind. A full nine feet was needed in order that the transportation of grain could be made at a profit. If the wind had not changed the barges would still be unable to move.

Mr. Robert Reford said that he had met the Hon. Messrs. Blair, Fielding and Dobell at Ottawa recently, and all of them had expressed their determination to have all necessary improvements made without delay. With the Corn Exchange strongly advocating it the matter would receive immediate attention.

The other speakers on the resolution were Mr. James Carruthers, Mr. John Torrance, Mr. A. G. McFee, Mr. William Stewart, Mr. James McShane. The motion was passed unanimously.

Mr. Hugh McLennan then introduced the following resolution, which was seconded by Mr. William Stewart:

That the passage of the Galops rapids being rendered unsafe by the low water in the river, this association respectfully requests that instructions be given to the lock master at the lift lock, Cardinal canal, to pass vessels down and up that lock on Sundays for the remainder of the season.

Mr. McLennan said that while he believed in stringent observance of the Sabbath, there were occasions when it was absolutely necessary to have the waterways open on this day, and such an occasion had now arisen.

Mr. Stewart said, in explanation, that an east wind meant a delay of perhaps two or three days. The canal was only used when the water in the river was abnormally low.

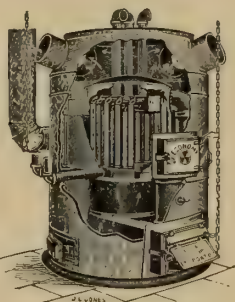
Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL



The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating Engineers

189-193 Queen St. East TORONTO



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable

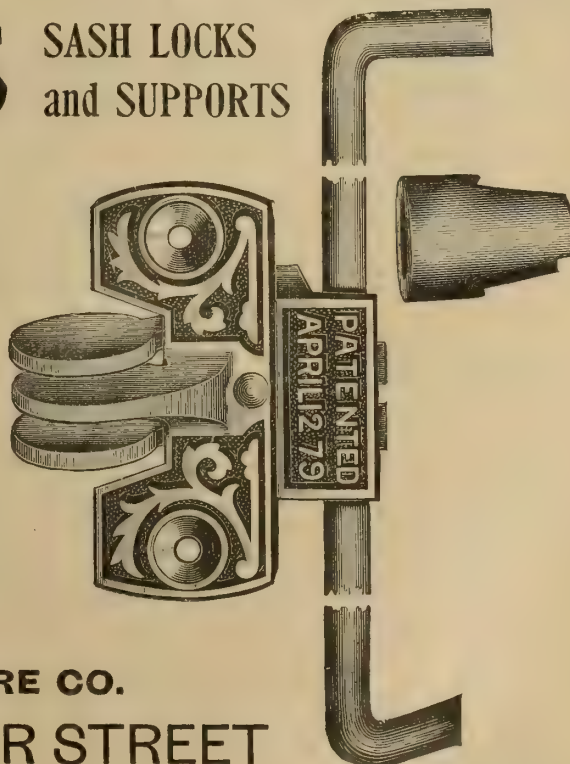


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



EMPLOYEES AND LONG SERVICE.

IT always speaks well for a house that it keeps its employes a long time. Such a condition of affairs indicates a good selection at the start, fair treatment and faithful service. In the Old Country long connection between employer and employe is regarded as a favorable omen on both sides, and a man likes to quote lengthy, continuous service as showing steady merit on his part and the permanence and stability of the house.

Though we have not in Canada firms as long-established as those across the ocean, we seem to be in a fair way of following the safe old ways of British trade in this respect. The other day The Review had the curiosity to enquire of John Macdonald & Co. what the experience of this big house was in the matter of long terms of service. The answer showed that a careful record was kept of the dates when employes entered the office or the warehouse, and that an accurate statement could, if desired, be made up. Thinking the result would be of general interest, the courteous offer was accepted, and the details are here presented.

Taking the cases of employes who have been ten years and longer with the firm, the list begins with one man who has been there for 27 years. This is a long record. Two

have been in the house for 22 years; two for 17 years; one for 16 years; four for 15 years; six for 14 years; one for 13 years; eight for 12 years, and six for 10 years. Men like this must naturally grow to be a part of the house, share the pride in its success, and make their own and their employers' interests identical.

The shorter records—short only by comparison—indicate the same permanence of connection. Five employes have been with the firm for 9 years; five others for 8 years; two for 7 years; seven for 6 years; four for 5 years; seven for 4 years; two for 3 years, and two for 2 years. Not less remarkable is the fact that of eighty employes now with John Macdonald & Co. thirty-seven have never been in any other house.

Taken altogether, this is a striking and creditable record, one from which neither the firm nor its staff need shrink, and The Review would be glad to chronicle others if they are forthcoming.—Canadian Dry Goods Review.

THEY WON ON PINK FLYERS.

The McCready Pink Flyers have added another record to their already long list of victories. In the R. Q. T. road race H. Cassidy, on his McCready Pink Flyer, broke the 20 mile record, doing the distance in

59.08. Unlike the riders who started from scratch, who alternated in making the pace, he had to ride practically unpaced the whole distance. The time would be considered akin to marvellous if he had ridden the 20 miles over a free course, but the fact that he had to ride in a blinding cloud of dust, threading his way here and there through straggling bunches of riders, over a road honeycombed with ruts and holes, makes it a truly great achievement. Cassidy has quite a reputation as a track rider, and has beaten all the best men in the amateur ranks at one time or another during the season.

F. Graves, also on a McCready, won the second time prize.

Brookfield continues to be the gold producing field, and the monthly visits of Mr. Libbey to the Merchants' Bank agency in this town are always watched with interest. The product of last month's crushing at his mine was a brick of gold weighing 376 ozs., which was deposited in the Merchants' Bank agency here on Monday.—La Have Gazette.

The Chatham, N.B., Board of Trade met this week and elected delegates to the Maritime Board of Trade, which will shortly meet here. The matter of cold storage was talked over. The present project is for a central warehouse in St. John, and four auxiliaries, one of which will be at Woodstock and one at Moncton. The location of the other two has not yet been decided upon.

The Canada Paint Co.

Limited

**ARE BY FAR THE MOST EXTENSIVE
MANUFACTURERS IN THE DOMINION**



... SPECIALTIES ...

PURE COLORS, Dry and in Oil.

CARRIAGE PAINTS, in Varnish and Japan.

HOUSE PAINTS, ready for use.

ROOF, BRIDGE, and FLOOR PAINTS, best brands.

VARNISHES, Japans and Lacquers.

WOOD STAINS, in Oil and Varnish.

HOUSEHOLD ENAMELS.

BICYCLE ENAMELS.

TRIPLE STRENGTH TINTS, for Pure White Lead.

MAGNETIC IRON OXIDES, from Canadian Deposits.

DIAMOND GRAPHITE PAINTS and Specialties.

ARTISTS' TUBE COLORS, Highest Grade.

WATER COLORS IN PASTE, for Wall Paper Manufacturers.

WOOD FILLERS and PRIMERS.

ACETIC ACID, Etc., Etc.

**The Canada Paint Co.'s Liquid Paints have the
largest sale and the output is increasing.**

Diamond Graphite SPECIALTIES

**FOR ENGINEERS, IRON FOUNDERS, TOOL MAKERS,
STRUCTURAL IRON WORKERS,
BRIDGE BUILDERS, and PAINTERS GENERALLY.**



Facts About Diamond Graphite Paint

Makers of Fine Machinery and Tools in Canada and the United States have pronounced it perfect, and have adopted it.

Roofs painted with it have stood from ten to fifteen years. One bridge is known to have been painted twenty years ago, and is good yet.

One Gallon, properly prepared for the brush, will weigh less than twelve pounds, and will cover 1,000 square feet of Iron.

... USED BY ...

**Dominion Bridge Co.
Hamilton Bridge Co.
The Linotype Co.**

**Michigan Central Railway
St. Lawrence & Adirondack R'y
Wagner Palace Car Co., and Others.**



The Canada Paint Co.

Sole Mining Lessees and Manufacturers

Limited

MONTREAL, TORONTO, and VICTORIA, B.C.

TWO-PLY TWISTED FENCE STRAND

**Galvanized Fence Staples
Oiled and Annealed Fence Wire**

Manufactured by

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

A DUMB SALESMAN.

A PROFITABLE contrast might well be drawn to depict the difference between the average ironmonger and the men of other businesses, such as drapers, stationers, and so forth, and whoever does this will hardly fail to observe that much more is expected of an ironmonger than of the others in respect to technical, or, rather, mechanical knowledge. He is not merely a buyer and seller, but, in addition, must possess a really varied and comprehensive stock of information concerning practical details which appertain far more to mechanics than to commerce. Thus it is that ironmongers are frequently behind the times in respect of the best methods of introducing their wares to the public.

The contrast between the way in which small goods and novelties are displayed at a stationer's or a chemist's and the treatment which similar things receive at an ironmonger's is really very wide. In the one the goods are attractively put up and labeled, so that a glance reveals what the article is, its merits, and its price; but in

the other the very reverse of this is too often the rule. Goods lie about in untidy heaps, and customers have to ask questions concerning them, which information, by-the-by, is far better afforded in most cases by other means. It would be unfair to suggest that the stationer deserves all the praise for the condition of his shop, or that the ironmonger should receive all the blame for the state of his; but what merits attention is this—the stationer and some others have solved the problem of how to cheaply introduce small wares, but many of our readers have not, and therefore it is desirable to direct their attention to a quarter in which useful lessons may be learned. One thing which generally strikes an observant person when noticing the display at a chemist's or a hosiery's is the assistance which these shopkeepers receive from their wholesale houses in respect to the attractive way in which their goods are wrapped and mounted. Thus it is easy to dress a window with the most commonplace things, and yet produce a good effect. And the same is true with the display within the shop. Articles are sent from

the manufactory in glass-covered boxes, so that their contents may be visible, yet protected from dust and damp. Tickets descriptive of the purpose and special merits of novelties also emanate from the same source, and it is quite a common practice for a window-sample, nicely mounted on a neat card, to be enclosed with the bulk, so that the shopkeeper can use it for display without further preparation. The same obtains amongst ourselves, but to a very limited extent.

Possibly the hindrance to a more general application of the idea is the cost which necessarily is entailed. But it is abundantly clear, if the wares are of any general utility at all, that, whatever the expense of preparation may be, there must be a handsome return through the increased sales which are bound to follow when goods are enticingly put before the public. And it is worthy of remark that retailers would probably order more freely at the outset if the manufacturer could offer the inducement of the inclusion of a specially-prepared window sample in all deliveries above a certain minimum

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

quantity of, say, a dozen or a gross, according to the circumstances of the case and the value of the prepared sample. It is well to remember in this connection that boxes, tickets, cards and other mountings are far more likely to be used for their purpose if they are sufficiently good in quality and style to improve the appearance of the wares, and to help the shopkeeper to make his windows attractive. The wholesaler usually defeats his end by making his own name too prominent; there is no objection to its being there, but it should not be so conspicuous that the other matter is, by contrast, dwarfed.

Window-cards of that kind, though frequently received, are but rarely exhibited by shopkeepers, because of the undue prominence given to the manufacturer's name. Let the merits of the article be conspicuous by all means, because the public are interested in them; but they are not nearly so much interested in the makers' and retailers' names as the latter erroneously think. This, however, is by the way. We are fully persuaded that, in the matter of small wares in general demand, much more business could be done and with greater ease if the "dumb salesman" were more freely used. For the shopkeeper to attempt to personally introduce every novelty is to undertake a task which is beyond his power in these days; but he can easily accomplish the same result by displaying the wares in his windows and on his show stands in such a way that whoever is interested in a particular article can examine it and learn full information concerning it from printed matter, which tells the tale quite as effectively as the living voice.—Ironmonger.

MOISTURE IN GREEN WOOD.

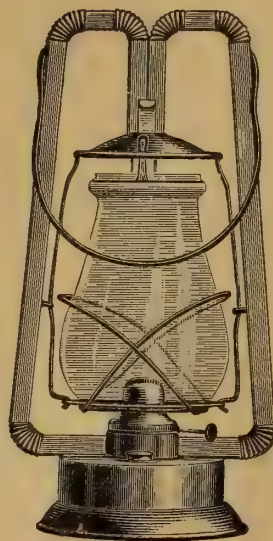
According to M. Deplay, green wood, when cut down, contains about 45 per cent. of its weight in moisture. In the forests of Central Europe, wood cut down in winter holds at the end of the following summer more than 40 per cent. of water. Wood kept for several years in a dry place retains from 15 to 20 per cent. of water. Wood which has been thoroughly desiccated, will, when exposed to air under ordinary circumstances, absorb 5 per cent. of water in the first three days, and will continue to absorb until it reaches from 14 to 16 per cent. as a normal standard. The amount fluctuates above and below this standard, according to the state of the atmosphere. M. Violette found that by exposing green wood to a temperature of 212° Fahr., it lost 45 per cent. of its weight, which accords with observations of M. Deplay. He further found that by exposing small prisms of wood $\frac{1}{2}$ inch square and 8 inches long, cut out of billets that had been stored for two years, to the action of superheated steam for two hours they lost from 15 to 45 per cent. of their weight, according to the temperature of the steam, which varied from 270° Fahr. to 437° Fahr. (125° C. to 225° C.).

Marlin Repeater Take-Down



THE MARLIN FIRE ARMS CO. - - NEW HAVEN, CONN., U.S.A.

Can be furnished with any length of barrel up to 32 inches. Round, octagon or half octagon, full or half magazine, straight or pistol grip, plain or selected wood. The barrel is screwed into the receiver by several complete turns, as in our regular rifle. There can be no looseness from wear. No danger, for the rifle is as solid as our regular rifle, even before cam is applied. Write for catalogues to

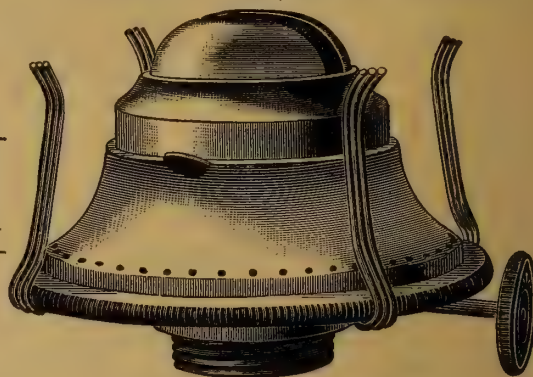


The Ontario Lantern Co., - Hamilton, Ont.

Manufacturers of the celebrated

Royal Lift Safety Tubular **Lanterns.** Royal Crank Safety Tubular **Lanterns.**
Royal Dash Reflector **Lanterns.** **BANNER LAMP BURNERS**
Tubular Lantern Burners, etc., etc.

Catalogues
and Price
Lists on
Application.



WALTER GROSE, Sole Selling Agent, MONTREAL



NOTICE...

our net selling price for this pitcher; it is one of the many lines we have simplified the making of.

Our travellers are now out with photographs and samples of new goods in both hollow and flatware.

Our new catalogue, in which many of these lines are illustrated, we hope to have completed by the end of the month. If the reader would like a copy please write for it.

**TORONTO
SILVER PLATE CO.**

Factories and Salesrooms:

KING ST., WEST,

Toronto, - Canada

E. G. GOODERHAM,

Manager and
Sec.-Treasurer.

No. 1582. Embossed Quadruple Plate Ice Pitcher, \$6.50 Net.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

Don't
Put off
Ordering
Your



"SCIENTIFIC"

STOVEPIPE VARNISH

Order through your who'saler

Eastern Agents—W. S. CLAWSON & Co., St. John, N.B.
Western Agent—W. L. MACKENZIE, Winnipeg.

SCIENTIFIC VARNISH MFG. CO. - TORONTO

AN ENORMOUS CYLINDRICAL CASTING.

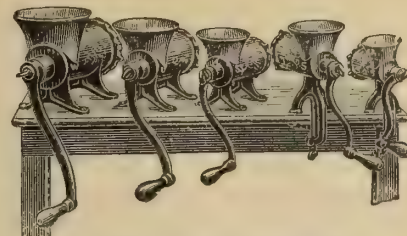
WHEN the immense drying cylinder of the E. B. Eddy Co.'s new tissue paper machine arrived at Hull the other day a good many guesses were made as to its weight, so the Black & Clawson Co., of Hamilton, Ohio, the makers of the machine, were written to, and asked to give the exact weight of this enormous casting. They replied that they did not weigh the large dryer accurately after it was finished, but from a careful estimate they make the finished weight to be 15,870 lbs. Their reason for not putting the cylinder on to their scales after it was finished was because they did not want to have to turn the wagon when loaded with the cylinder for fear of breaking the vehicle, and on account of the danger of moving such a large, cumbersome and heavy casting. So the question of its exact weight must remain in doubt. That it is within a few pounds of eight tons seems certain, and it is therefore the largest and heaviest cylindrical casting in Canada, probably one of the largest in America.

The entire paper machine is now being set up, and if one is to judge, from the appearance of the machine, the extent and quality of the paper to be turned out, it looks as if the Eddy Co. had a good thing in this their last (seventh) paper machine.

One of the most experienced men in America in the tissue and thin paper line is expected at the mills early next week, when the machine starts up.

PENAL OFFENCE TO COMPARE PRICES.

A rather drastic law has gone into operation in Germany. It makes it a penal offence, according to a contemporary, to compare prices, in public advertisements, with those of a competitor; to use the firm name or device of a competitor in a misleading manner; to induce an employe of a competitor to disclose any information which may have been confided to him; to retail certain goods contrary to agreement with the manufacturer, etc. Penalties range from six months' imprisonment to a fine of 3,000 marks. Editors and publishers, as well as printers of newspapers, periodicals and circulars, become liable as well as the authors of offences against the new law. It may be questioned whether prohibition of the first of the offences specified is not an extreme limitation of rights; but in other cases it seems to us just that some penalty other than a judgment obtained under a civil action should be imposed. It bears too heavily, however, upon editors, publishers and printers, who cannot be supposed to know that advertisements contain matter in contravention of private agreements, etc. In fact, there is in this law a restriction of the liberty of the press which takes us back to ancient times and is too retrogressive for modern enlightenment,



ALEXANDER WORKS

White enamelled inside, red japanned outside and finely decorated.

MEAT CUTTERS. New stock just coming in.

FROTHINGHAM & WORKMAN,
Montreal.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices. Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

AS far as HARDWARE AND METAL has been able to ascertain, there have been no large contracts let during the past week, but the master plumbers are fairly well employed. Some of the wholesale dealers in plumbers' supplies are experiencing a particularly active trade, especially in tanks and closets.

TERRIBLE EFFECT OF BAD PLUMBING.

How necessary it is that plumbing work should be properly done is being demonstrated in the case of a summer hotel in a town some distance north of Toronto. That hotel is situated in what is doubtless a particularly healthy part of the country, but, through bad plumbing that hotel has proved itself to be a terribly unhealthy place of residence. Through the connections not being properly made, the excreta accumulated under the building instead of being carried away. The hotel during the summer was crowded with guests, several of whom have since been attacked with typhoid fever. HARDWARE AND METAL understands that so far there are fifteen typhoid victims, some of whom were laid low with the disease before they left the hotel.

HEATING TORONTO PUBLIC BUILDINGS.

At a meeting of the Property Committee of the Toronto City Council a discussion arose over the heating of the proposed new Bay street fire hall. The plans recommended steam heating, but some of the members proposed that hot water pipes should be put in. It was shown, however, that this would be too costly, and the plans were adopted as they were. The new buildings and the improvements to the old will cost \$4,000.

Mr. Lennox, architect of the new Court house and City hall, waited on the committee with regard to the steam-fitting, ventilation, plumbing and electric lighting of that edifice. Asked if hot water would not be better than steam for heating, he said that it was neither so good nor so cheap. The committee, acting on his advice, decided to recommend to the Board of Control that tenders be called for the work above mentioned. It is estimated that it will cost in the neighborhood of \$150,000.

THE DEATH OF JOHN RITCHIE.

The death of John Ritchie removes from the plumbing trade of Toronto one who was well termed its father, many of those in the "Queen City" who are to-day master plumbers having learned their business from him.

Mr. Ritchie was born in Aberdeen, Scot-

land, in 1820, making him, therefore, 76 years of age at his death. His experience in the plumbing trade began when he was 18, he being apprenticed to John Blackie & Son, of his native city. In 1854 he emigrated to New York, where he entered the employ of Philbin & Quinn, at \$2 per day. In New York he soon became known as one of the most efficient and best paid of plumbers.

In 1857 he settled in Toronto and launched into business for himself, his first place of business being in King street east. Mr. Ritchie's business increased so rapidly that he shortly added to his business the manufacturing of brass work and the general supply of plumbers' and steam-fitters' material. He admitted to partnership his eldest son, and carried on the business under the firm name of John Ritchie & Son. Their efficient workmanship gained for them many works of honorable trademanship. They exhibited in the Centennial Exhibition in Philadelphia in 1876, carrying off the 1st prize on cocks, valves, and lubricators, also in Australia the same year, together with first-class exhibits at Toronto, Hamilton and other places, in each of which they received first prizes, which can be seen from the certificates now exhibited in his present office. Mr. Ritchie and his son afterwards dissolved partnership, and Mr. Ritchie continued on directing the plumbing and heating exclusively until the year of 1895, when he converted his business into a stock company known as the John Ritchie Plumbing and Heating Co., Ltd., of which he was president up to the time of his death.

Besides his active business life deceased found time to devote some attention to public matters, representing old St. Thomas Ward in the City Council four consecutive years. He took an active interest in the work of the St. Andrew's and Caledonian societies, of which he was a member. He was also an active member and past master of St. John's lodge, No. 75, A.F. and A.M., and a past principal of Toronto Arch Chapter, St. Andrew's and St. John's. Among his intimate friends Mr. Ritchie was familiarly known as "Heather Jock," on account of the vigorous and dramatic manner in which he always rendered that song at the Hallowe'en dinners of the Caledonian Society. About the last time he publicly gave that song was at the banquet of the Master Plumbers' Association held last winter. Mr. Ritchie was a member of Knox Church, and wherever he was known he was held in high esteem. He leaves a widow and four sons. Heart trouble was the cause of death.

The remains were interred on Tuesday,

and among those present were: Wm. Christie, Edward Gurney, R. Harvey, Frank Somers, E. A. Rogers, A. G. Booth, Geo. Booth, W. Galbraith, Thos. Hunter, John Alexander, Wallace Young (Hamilton), Capt. D. M. Robertson, Sergt. Harp, W. Campbell, W. J. Burroughes, J. M. Taylor, Jos. Wright, Wm. Simpson, Geo. Vair, A. McMichael, Robert Swan, A. Fiddes, W. E. Smith and others.

The death of Mr. Ritchie will not interfere with the business. It will be carried on as before.

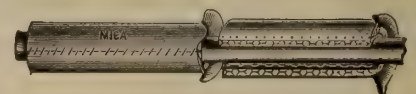
AIR IN PLENTY NOT PROVIDED IN HOMES.

There is no class of domestic engineers more thoroughly alive to the fact that homes are not built as they should be to provide a pure atmosphere than heating contractors, says Metal Worker. They, however, are powerless to right this wrong, as they are not the architects of the buildings, but contractors for one of its parts. Notwithstanding the scant courtesy with which their suggestions are received, they never fail to protest that what they are employed to do is not for the best interest of those who are to spend their lives in the building. Sometimes their effort secures a fire place to serve as an outlet for the air in the house, to make room for fresh air, but further than this their success has been slight. The following from a daily paper in an eastern city treats the subject in an interesting manner:

With all the improvements in architecture, decoration, lighting, heating, seating and other matters touching on beauty and comfort in our public buildings, one of the most vital of all needs is still overlooked. It is that of air. We can live without light, we can live though we have to sit on boards, we can live without lace and steam heaters and gas logs and frescoes, we can even get on without gas, but breathe we must. Yet, look over any batch of architect's plans and the chances are ten to one that not a single provision has been made for air. Not a crack, cranny or nail hole serves to admit it. If it enters the house, the church, the theatre, the hall, the jail, the school, or what not, it must come through the windows at such times as those in authority see fit to open them.

And there are many thousands of un-

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

PLUMBERS' SUPPLIES

"Ontario" Vitrous Syphon Closet

(REGISTERED)

Is non-absorbent, Gas and Acid proof. The Seal is perfect. This is the latest and best Syphon Closet on the market, and will be sold at a moderate price. It is guaranteed suitable for the highest class work.

Ontario Lead & Barb Wire Co., Ltd.

Factory—55, 57 and 59 Richmond St. East.
Plumbers' Supply Department—54 and 56 Lombard St. (near Church).

TORONTO

happy people in this land who have not been educated to the need of fresh air. Air they use, to be sure, but their dull faculties do not discriminate the fresh from the foul. And in the country, of all places, fresh air is least common indoors. Many farmers would die in their youth if it were not that during the day they have a chance to recover, in the fields, from the ill effects of sleeping in a small, closed chamber with doors and windows tightly shut and sometimes with a lamp burning on a table beside them. In some of the city schools the same ignorance or wilfulness prevails among the teachers, and pupils are kept without air all day long, for to their teachers or janitors it seems sufficient that the windows shall be open for a while in the morning and afternoon before and after the sessions of the class. These openings of windows and doors before and after the occasion for air has passed are as wise and beneficial as the placing of food on the dinner table before and after the people who dine have eaten. The need to breathe is constant. Therefore the supply of air should be constant.

STRENGTH OF IRON PIPE.

A correspondent of Metal Worker writes: "Will some reader of The Metal Worker tell me if standard iron pipe will stand a pressure of 400 feet fall in a run of $1\frac{1}{4}$ miles, starting with 2-inch or $1\frac{1}{2}$ -inch, then

$1\frac{1}{4}$, and ending with 1-inch pipe, it being laid on top of the ground for sprinkling work in summer only? Will any advantage be gained in using different sizes of pipe? Should a pressure valve be used, and where; and if the pipe is drained in the fall, would moisture condense in it by sudden changes in the winter and cause it to burst."

The answer given is as follows: "The ordinary wrought iron pipe is amply strong for 400 feet head, which is 172 pounds pressure per square inch at the discharge end, while 1-inch and $1\frac{1}{4}$ -inch pipe will bear 500 pounds working pressure, and is often tested to 1,000 or more pounds water pressure. The arrangement of the 2, $1\frac{1}{2}$, $1\frac{1}{4}$ and 1-inch line in successive sizes, as our correspondent states, will have a discharge of about 15 gallons per minute. If the line is made in three equal sections of 2, $1\frac{1}{2}$ and $1\frac{1}{4}$ inch there will be a flow of about 24 gallons per minute, with considerably more pressure at the bibs than from the first-named line. If the whole line is made $1\frac{1}{4}$ inch there will be a discharge of 15 gallons per minute, and if $1\frac{1}{2}$ inch is used the whole distance a discharge of 24 gallons per minute, or about the same as with the three grades of pipe as above. There is very little difference in cost whichever way the line is divided relative to a through line of the mean size. No pressure valves or regulators will be needed unless

the pipe line is attached to the plumbing of the house, in which case a reducing valve to bring the house pressure down to 50 pounds is a necessity. Such a valve should be placed at the house. For putting the pipe line out of use for the winter, tees with plugs should be placed in the line at several low points, the upper end lifted clear from the spring, and after drainage closed air tight with a plug. The tees at the low point should have the plugs left out to complete the drainage, then wrap the tees with canvas or several thicknesses of cloth and wire tightly. This will keep out vermin and allow any moisture left in the pipe to condense and flow out."

PLUMBING AND HEATING NOTES.

Fraser & Lyons, plumbers, Montreal, have dissolved.

H. S. Wallace, of Hamilton, has the plumbing contract for the new G. T. R. shops at London.

The plumbing in the Court street police station, Toronto, burst on Wednesday afternoon, and the prisoners were walking about in the water for a time.

The Property Committee of the Toronto City Council have decided to put a new heating plant into the jail, the old system being antiquated and defective.

Sites for lavatories for street railway employees of Toronto have been selected as follows: The Woodbine, King and Sherbourne, Avenue road and Dupont street, College and Bathurst, Bloor and Lansdowne.

We Don't Make Barrels

but we have a complete line of **Coopers' Tools**. You won't find a better range in Canada, and our prices are as low as any one else's—perhaps a little lower. Drop us a line for quotations.

Hamilton Hardware Co., Ltd., Hamilton, Ont

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. MISSERE, wagon maker, Mildmay, is offering to compromise at 25c. on the dollar.

A. J. Bernard, tinsmith, Tignish, N. S., has assigned.

John J. Johnston, general store, Red Islands, N.S., has assigned

John A. Grant, general merchant, South Intervale, N.S., has assigned.

Eusebe Dupuis, general merchant, St. Julienne, Que., is asking an extension.

W. C. Sparks, jr., general merchant, Dorset, Ont., is offering to compromise.

Bounsall & Peters, general merchants, Blenheim, have assigned to W. E. Hall.

A meeting of the creditors of A. Deschamps, hardware, Montreal, has been called.

A petition for a winding-up order has been made in regard to the Montreal Water and Power Co.

The stock of Otty Steen, tinsmith, St. John, N.B., has been levied on under warrant of distraint.

A. Langlois, general merchant, St. Theodoise, Que., is offering to compromise at 20c. on the dollar.

Louis Lavertu & Co., general merchants, Lyster, Que., are offering to compromise at 20c. on the dollar.

Joseph Robert & Fils, manufacturers of sashes and dealers in lumber, Montreal, have had a demand of assignment made upon them.

McDonald, Hanrahan & Co., general merchants, Sydney, N.S., are offering to compromise at 50c. on the dollar in 4, 8, 12 and 16 months.

P. Pigeon, general merchant, Callender and Bonfield, Ont., has assigned to A. C. Landriault, and a meeting of creditors will be held on the 25th inst.

CHANGES.

J. L. Wells & Co., hardware and plumbing, Winnipeg, has added a stock of groceries.

Mary J. E. Hurtubise, wife of S. Vincent, has been registered proprietress of the business of J. A. S. Vincent, carriage maker, Montreal.

Chisholm & Wamsley, furniture, Sandon, B.C.; Mr. Chisholm has sold interest to Hugh McGee.

PARTNERSHIPS FORMED AND DISSOLVED.

T. Crevier & Fils, founders, Montreal, have dissolved.

E. L. Delavallee & Co., engineers and contractors, Montreal, have dissolved, and a new partnership has been formed com-

PARTNER WANTED.

OWING TO INCREASED DEMAND FOR MY goods I am obliged to call for a partner in a young but solid and progressive Mill Supply Business. I have exclusive control of several money making lines. Capital wanted \$5,000; stock on hand about \$5,000. Address T. Forrester, 298 St. James St., Montreal. Don't reply unless you mean business. (40)

Blaiklock Brothers

Customs Brokers,
Forwarders, Warehousemen.

Correspondence
Solicited

41 COMMON ST.
... MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

**A Profitable Business
For Sale**

Owing to the death of the proprietor, the long established and prosperous retail Hardware and Sporting Goods establishment of

J. D. HUNTON & CO., OTTAWA

is in the market.

Full particulars as to stock and terms may be had during the ensuing week upon application to

CHRISTIE, GREENE & GREENE,

Solicitors, 110 Wellington St., OTTAWA

**A Partner Wanted in a Good
Paying Business**

in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. For information address

The Canadian Hardware and Metal Merchant

For that handsome,
glossy appearance
give your customers

**Perfecto
Varnish**

It wears as well
as it looks.

Made in Canada by

**THE
COTTINGHAM
VARNISH CO.**

LIMITED

Montreal.

"STEWART" STOVES ^{AND} RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

**"GOOD
CHEER"**

With very Large Steel Oven

(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes square, two sizes
Reservoir.

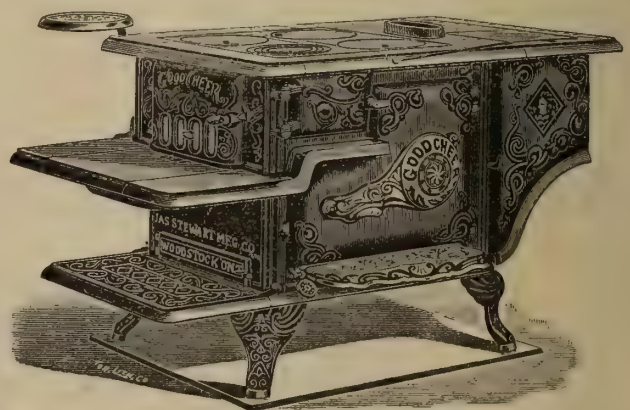
Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL
coal burning districts and in sections
HEAVY ROOMY COOK equally good for either kind of fuel.

No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in the country where wood is becoming scarce—A

Descriptive circulars on application.

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.



WILLIAM HILL327 St. James Street, - - - **MONTREAL**

Has just received ex steamer Montevideo, from London, a shipment of B. and O. Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND**PORTLAND CEMENT**

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address— **Owen Sound Portland Cement Co.**
Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

.. ISLAND CITY ..
Paint and
Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.



posed of H. E. Delavallee and G. Delavallee, the latter as special partner for \$5,000 for five years.

F. A. Thompson & Co., general merchants, Buckingham, Que., have dissolved. F. A. Thompson continues.

C. Goggin & Son, general store and lumber, Elgin, N.B., have dissolved. Stanley C. Goggin continues the Elgin business and C. S. Goggin takes over the business at Penobsquis.

SALES MADE AND PENDING.

The stock of C. Settle, crockery, Halifax, is advertised for sale.

The assets of R. Ready & Co., lumber, Montreal, have been sold.

The stock of the Harold Raphael Mfg. Co., Montreal, has been sold at 60c. on the dollar.

FIRES.

The F. F. Dalley Co., Hamilton, have had their premises damaged by fire

David Hermigar, saw mill, Noel, N.S., has been burned out; no insurance.

DEATHS.

A. M. Ross, of Ross Bros., painters, Hamilton, is dead.

WORTHY OF THE HONOR.

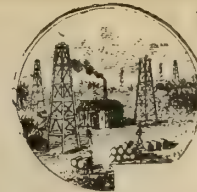
PRESIDENT BICKERDIKE, of the Montreal Board of Trade, is busily advocating something at present that will appeal to all Canadians, no matter what their political opinions may be. It is the erection of a statue to the late Hon. Alex. Mackenzie in the Parliament grounds at Ottawa. Two other distinguished statesmen already have memorials there, Sir John Macdonald and Sir George E. Cartier. Mr. Bickerdike is not unreasonable when he asks that the memory of the Liberal chief-tain be perpetuated in the same way.

No Canadian can deny that every throb of Alexander Mackenzie's heart beat with a desire for the welfare of his country. Those who were his keenest opponents have willingly admitted this, and his conscientious efforts in its behalf more than merit such recognition as the erection of a memorial in stone and bronze.

Future Canadians who read the history of their country, will find everything to admire in the stainless integrity of his public career.

His life's record is a shining example to young Canadians. He was a self-made, honest and successful business man before he entered politics, and this portion of his life-record will be one that future Canadians can copy to their own advantage.

Mr. Bickerdike is getting up a petition to the Government in power. It is certain to have no lack of signatures. That it will be successful seems certain, with his old colleagues in the place where they can give practical evidence of how they honor his memory.

**VanTuyl & Fairbank****Petrolia, Ont.**

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.****WEST TROY, N.Y.**

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris****BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.
Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

**"JARDINE"**

Horseshoe
Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Sept. 18, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.			
M.L.S., equal to Bradley.			
I.C., usual sizes	\$5 00		
I.X.	6 25		
I.X.X.	7 50		
J. R. & Co.—			
I.C.	5 00		
I.X.	6 25		
I.X.X.	7 50		
Raven & P. D. Grades—			
I.C., usual sizes	3 75	4 00	
I.X.	4 75	5 00	
I.X.X.	5 75	6 00	
I.X.X.X.	6 75	7 00	
D.C., 12½x17	3 50	3 75	
D.X.	4 50	4 75	
D.X.X.	5 75	6 00	

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel—			
I.C., usual sizes	2 90	3	
I.C., special sizes	3 15	3	

Charcoal Plates—Terne.

Dean or J. G. Grade—			
I.C., 20x28, 112 sheets	6 00		
I.X., Terne Tin	8 00		
I.X., Orion	8 00		

Charcoal Tin Boiler Plates.

Cookley Grade—			
X.X., 14x56, 50 sheet bxs			
14x60,	0 06	0 06½	
14x65,			

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06	
26	0 06½		
28	0 07¼	0 07½	
Allandale, I.C.	2 90	3 00	
I.X.	3 65	3 75	

Iron and Steel.

Common Bar, per 100 lbs	1 70		
Refined	2 35	2 65	
Horse Shoe	2 60	2 75	
Band		2 30	
Hoop		2 30	
Swedish	4 00	4 25	
Sleigh Shoe Steel		2 50	
Tire Steel	3 00	3 25	
Machinery	2 75	3 00	
Cast Steel, per lb	0 10	0 11	
Russian Sheet, per lb	0 10½	0 14	
Tank Plates, 1-5 and thicker.	2 00	2 25	
Boiler Rivets	4 50	5 00	

Boiler Tubes.

1½-inch	0 06½		
2	0 07½		
2½	0 09¼		
3	0 11		

Steel Boiler Plate.

1½ inch	2 45		
1½	2 35		

¾ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier	2 50	2 70	
18 to 20 gauge	2 25	2 50	
22 to 24	2 30	2 50	
26	2 40	2 60	
28	2 50	2 60	

Canada Plates.

All dull, 52 sheets	2 25	2 30	
Half polished	2 35	2 50	
All bright	3 25		

Iron Pipe.

Wrought, 1 in., 60 and 2½ p.c.: ¾ to 1½, 37½ and 2½ p.c.: ¾, 70 and 7½ p.c.: 1, 70 and 10 p.c.: 1¼ to 1½, 70, 10 and 5 p.c., 2 in., 70, 10 and 10 p.c.			
Galvanized, 50 and 5 p.c.			
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.			

Galvanized Iron.

Queen's Head or equal grades, in case lots			
16 gauge	4 4		
18 to 20 gauge	3 ¾		
22 to 24	3 ¾		
26	4 ¼		
28	4 ¾		

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00		
1½	4 75		
5-16	4 00		
¾	3 75		
7-16	3 75		
¾	3 25		
9-16	2 95		
¾	2 85		
¾	2 75		

Trace, per doz. pairs.

German coil, per 100 ft.	1 65	2 70	
Jack chain, iron, single, per doz. yards.	0 13	0 50	
Jack chain, double, per doz. yards.	0 15		
Jack chain, brass, single, per doz. yards.	0 20	10	

Copper.

English B. S., ton lots	0 13		
Lake Superior	0 11¾	0 12	

Cut lengths, round, ½ to ¾ in. round and square

1 to 2 inches	0 18	0 19	
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.			

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60

Untinned, 14 oz., and light, 16 oz., irregular sizes.	0 14½	0 15	
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.			

Planished and tinned, 14x48 and 14x60

Braziers. (In sheets.)	0 26	0 27	
4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17	
35 to 45	0 15	0 15½	
50 lb. and above,	0 14½	0 15	

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21		
Spun, per lb	0 25		

Wire.

Pure, in coils—			
From 1 to 20 gauge	0 23	0 26	
From 20 gauge up	0 25	0 28	

Roll & Sheet, 14 to 26 gauge.

27 to 30	0 21	0 23	
30 and up	0 23	0 26	
Sheets, hard-rolled, 2x4 ft.	0 21	0 23	

Brass.

Pure, in coils—			
From 1 to 20 gauge	0 23	0 26	
From 20 gauge up	0 25	0 28	

Roll & Sheet, 14 to 26 gauge.

27 to 30	0 21	0 23	
30 and up	0 23	0 26	
Sheets, hard-rolled, 2x4 ft.	0 21	0 23	

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾	
Domestic	0 03¾	0 04	

Zinc Sheet.

5 cwt. casks	0 04¾		
Part casks	0 05		

Lead.

Imported Pig, per lb	0 03¾	0 03½	
Domestic, per lb	0 03		
Bar, 1 lb.	0 04½		
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾	
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04	0 04¾	

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	0 12½	0 13	
Standard	0 11½	0 12	
Wire	0 17	0 19	

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09		
Other makes, per lb.	0 08		

Anti-Friction Metal.

"Beaver" brand	\$0 20		
----------------	--------	--	--

White Lead.

Pure, Assoc. guarantee, ground in oil,			
25 lb. irons	\$4 75	5 00	
No. 1 do	4 50		
No. 2 do	4 25		
No. 3 do	4 00		
Brandram Bros. Genuine	6 00		
" Decorative	5 75		
" No. 1	5 10		
(f.o.b. Halifax, St. John, Montreal, Toronto)			
James' genuine	5 75		
No.	5 25		

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)			
Pure, per gallon	1 00	1 25	
Second qualities, per gallon	0 90		
Barn (in bbls.)	0 70	0 90	
Sherwin-Williams	1 20		

Colors in Oil.

(25 lb. tins, Standard Quality.)			
Venetian Red, per lb	0 07		
Chrome Yellow	0 11		
Golden Ochre	0 06		
French	0 05		
Marine Black	0 09		
" Green	0 09		
Chrome	0 08		
French Imperial Green	0 19		

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40	
Yellow Ochre (J.F.L.S.), bbls. per cwt.	2 75		
Yellow Ochre (Royal), per cwt.	1 10	1 15	
Venetian Red (best), per cwt.	1 80	1 90	
English Oxides, per cwt.	3 00	3 25	
American Oxides, per cwt.	1 75	1 90	
Canadian Oxides, per cwt.	1 75	1 90	
Paris Green, per lb			
Burnt Sienna, pure, per lb.	0 10		
" Umber,	0 10		
do. aw	0 09		
Drop Black, pure	0 09		
Chrome Yellows, pure	0 18		
Chrome Greens, pure, per lb.	0 12		
Golden Ochre	0 03¾		

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69		
Extra	0 90		
Brown Japan	0 65		
Brown Japan, Turpentine, p.g	0 85		
No. 1 Carriage, per gal	1 30		
Gold Size Japan,	1 00		
Pure Orange Shellac	1 95		
Hard Oil Finish	1 30		
Oil Shellac	1 40		
White Shellac	2 35		

Linseed Oil.

Raw, per gal	0 46	0 47	
Boiled, per gal	0 49	0 50	
Freight allowed. Price 2c. less Toronto			

Turpentine.

5 to 9 barrels	0 38		
1 to 4	0 39		
Freight allowed. Price 2c. less Toronto			

Castor Oil.

In cases, per lb	0 73¼		
Small lots.	0 00	0 8½	

Cod Oil

Cod Oil, per gal.	0 50	0 1	
-------------------	------	-----	--

Glue.

(In bbls.)

Common	0 07¾	0 08	
French Medal	0 10	0 10½	
Cabinet, sheet	0 11	0 12	
White, extra	0 16	0 18	
Gelatine	0 20	0 30	
Strip	0 16	0 18	
Coopers	0 19	0 20	
Al clear		0 09	
Liquid Glue—F. LePage's, discount 20 to 50 per cent off list; Munn's, discount 25 to 30 per cent. off list.			

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.			
Rim Fire Pistol, dis. 45 p. c. Amer.			
Rim Fire Cartridges, Dom., 50 and 5 p. c.			
Rim Fire, Military, net list, Amer.			
Central Fire Pistol and Rifle, 18 per cent. Amer.			
Central Fire Cartridges, pistol sizes, Dom.			
30 per cent.			
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.			
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.			
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.			

Shot.

Canadian, common, 17½ per cent.			
Brass Shot Shells, 55 and 10 per cent.			
Primers, Dom., 30 per cent.			

Wads.—Baldwin's

Central Fire, Military and Sporting, Amer.,
net list. B.B. Caps, discount 45 per cent.,
Amer.

Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.

Brass Shot Shells, 55 and 10 per cent.

Primers, Dom., 30 per cent.

Wads. Baldwin's

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
Sewing, per gross.		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 09

Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.		
Gongs Sargent's	5 50	8
Peterboro', discount 50 per cent.		

Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.		
American, each	00	5 00

House.		
American, per lb	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.		
Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.		
Gilmour's, 47½ to 50 per cent.		

Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc. dis., 60 and 10 per cent.		

Stove, dis. 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each.	5 00	7 50

Braces.		
Barbe	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis., 75 and 10 per cent.		

Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		

Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross.	9 00	10 00
Sardine Scissors, per doz.	3 75	4 50

Card.		
Horse, per doz	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.		
Bissell, per doz	22 50	
World,	21 75	
Daisy,	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids,	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 70	
Thorold,	1 10	
Queensdown,	1 10	
Napanee,	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Franing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		

Clamps.		
Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
nadian dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.		
Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
standard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.		
Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

GLASS.		
Double Diamond, Per 100 ft.		
1 30		
4 30		
4 30		
6 75		
9 75		
12 50		
15 50		
18 00		

KNIVES.		PLANE IRONS.		SCRAPERS.		SWEDES, upholsterers', American (1 to 6 oz.)	
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		English, per doz. 2 00 5		Box, per doz. 2 10 4 50		Swedes, upholsterers', American (8 to 24 oz.)	60
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.		PLIERS AND NIPPERS.		SCREENS.		Swedes, carpet, gimp, lace	66 3/4
Lightning, per doz. 6 50 8 40		Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.		Window, patent, per doz. 3 50 4 50		brush, blued and tinned	40
Heath's, 52 1/2 p.c.		Button's Imitation, per doz. 5 00 9 00		Door, per doz. 8 75 9 00		Zinc tacks	35
LADLES.		German, per doz. 0 60 2 60		SCREW DRIVERS.		Copper tacks and nails	30
Melting, per doz. 1 70 4 50		PLUMBS AND LEVELS.		Sargent's, per doz. 0 65 4 00		Leather carpet tacks	30
LEMON SQUEEZERS.		R. & L. Co., dis. 70 and 10 p.c.		SCREWS.		Trunk nails, black and tinned	65
Porcelain lined, per doz. 2 20 5 60		POPPERS.		Wood, F. H., iron, and steel, dis. 80 & 10 p.c.		Clout nails	66 1/2
Galvanized, " 1 87 3 85		Corn, square, per doz. 1 35 2 00		" R. H., " dis. 75 and 10 p.c.		Cigar box nails	45
King, wood, " 2 75 2 90		PRUNING SHEARS.		" F. H., brass, dis. 77 1/2 and 10 p.c.		Lining nails in papers	10
" glass, " 4 00 4 50		Per doz. 4 00 5 50		" R. H., " dis. 72 1/2 and 10 p.c.		" " in bulk	15
All glass, " 1 20 1 30		PULLEYS.		Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.		" " solid heads, in bulk	42 1/2
LINES.		Hothouse, per doz. 0 55 1 00		Bench, wood, per doz. 3 25 4 00		Saddle nails in papers	10
Fish, per gross 1 05 2 50		Axle 0 22 0 33		iron, " 4 25 5 75		" " in bulk	15
Chalk, " 1 90 7 40		Screw 0 27 1 00		UTHERS.		Tinned capped trunk nails 90 to 90 and 12 1/2 p.c.	15
LOCKS.		Awning 0 35 2 50		Discount, p.c. revised list.		TAPE LINES.	
Canadian, dis. 50 p.c.		PUMPS.		SCYTHE SNATHS.		English, ass skin, per doz. 2 75 5 00	
Russell & Erwin, per doz. 2 90 7 50		Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		Canadian, dis. 40 to 45 p.c.		English, Patent Leather 5 50 9 75	
Cabinet, " 2 90 7 50		Pitcher spout, 70 to 70 and 5 p.c.		SHEARS		Chesterman's, each 0 90 2 85	
Eagle, dis. 40 to 42 1/2 p.c.		Canadian cistern, 60 to 62 1/2 p.c. from factory.		B. & W., japanned, dis. 75 p.c.		steel, each 0 80 8 00	
Padlock, " 0 50 6 00		Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		B. & W., N.P., dis. 65 p.c.		THERMOMETERS.	
English and Am., per doz. 1 00 2 40		PUNCHES.		Seymour's, dis. 60 p.c.		Tin case and dairy, dis. 75 to 75 and 10 p.c.	
Scandinavian, " 1 00 2 40		Saddlers', per doz. 1 00 1 85		Etna, dis. 75 to 75 and 10 p.c.		THIMBLES.	
Eagle, dis. 15 to 17 1/2 p.c.		Conductors', " 9 00 15 00		Heinisch, dis. 60 p.c.		TIES.	
MALETS.		Tinners' solid, per set. 0 00 0 72		Bristol, japanned, 80 p.c.		Cow, per doz. 1 25 2 5	
Tinsmiths', per doz. 1 25 1 50		" hollow, per inch. 0 00 1 00		N.P., dis. 70 p.c.		TINNERS' TOOLS.	
Carpenters', hickory, per doz. 1 25 3 75		PUTTY.		Clauss, full nickel, 60 p.c.		P. S. & W., net list.	
Lignum Vitae, per doz. 3 85 5 00		Bladder, per lb. 0 17 1/2		" japanned handles, 67 1/2 p.c. off.		Canadian, 35 to 37 1/2 per cent.	
Caulking, each 1 60 2 00		Tins, lbs. 2 50 2 75		Seymour or Heinisch tailor shears, 15 p.c.		TINWARE.	
MATTOCKS.		RAIL.		SHEAVES.		Stamped, dis., Assn. list, 80 per cent	
Canadian, per doz. 8 50 10 00		Barndoor, per foot. 0 03 0 03 1/2		Sliding door, per set. 0 77 1 40		Japanned, prices on application.	
MEAT CUTTERS.		Sliding door, " 0 03 1/2 0 03 1/2		SHOVELS AND SPADES.		Pieced, prices on application.	
Enterprise, American, dis. 25 p.c.		Lanes, " 0 03 1/2 0 03 1/2		Canadian, dis. 42 1/2 p.c. special brands net price.		TRANSOM LIFTERS.	
MINCING KNIVES.		RAKES.		SIEVES.		Payson's, per doz. 2 60	
American, per doz. 0 42 2 35		Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.		Wood rim, black, per doz. 1 05 1 10		TRAPS. (Steel.)	
MOLASSES GATES.		Wood, 25 per cent.		" tinned, " 1 25 1 35		Game, Newhouse, dis. 33 1/2 to 35 p.c.	
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		RAZORS.		Tin rim, per doz. 2 30 2 45		Game, H. & N. P. S. & W., 62 to 60.10.	
NAILS.		Geo. Butler & Co.'s, per doz. 8 00 18 00		" black, " 1 8 2 25		Game, steel, 70 to 70 and 5 p.c.	
Cut Nails (Iron)—		Bokers', " 7 50 11 00		SNAPS.		Mouse, per doz. 0 35 1 50	
1. Either Canada or American pattern—		Wade & Butcher's, " 3 60 10 00		Harness, German, dis. 35 to 37 1/2 p.c.		Rat, per doz. 1 40 6 00	
Basis—50 to 60 dy. 2 75		Arbenz's, " 9 00 18 00		Acme 3 00 5 00		TROWELS.	
40 dy. 2 80		Theile & Quack's " 7 00 12 00		Lock, Andrews' 4 50 11 50		Diston's, discount 10 per cent.	
30 dy. 2 85		RAZOR STROPS.		SOLDERING IRONS.		German, per doz. 4 75 9 00	
20, 16, and 12 dy. 2 95		Currier's, per doz. 1 25 3 60		Per lb. 0 00 0 24		Brade's 5 00 10 50	
10 dy. 3 00		RIVETS AND BURRS.		WROUGHT SPIKES.		D. & S., discount 35 per cent.	
8 and 9 dy. 3 00		Copper rivets, dis. 50 and 10 per cent.		Discount, 20 per cent.		TRIERS.	
6 and 7 dy. 3 15		Iron dis. 60 and 5 per cent.		SPOKE SHAVES.		Butter, per doz. 6 25 9 00	
2. American pattern only—		Tinned and black rivets, 60 and 5 per cent.		Wood, English 1 8 5 00		TWINES.	
From 4 to 5 dy. 3 35		Burrs, iron or steel, 50 and 5 per cent.		Iron, American 1 35 2 35		Bag, Russian, per lb. 0 21	
3 dy (lath) 3 75		Terms, 4 mos. or 3 per cent. cash 30 days.		SPOONS AND FORKS.		Wrapping, mottled, per pack. 0 50 0 60	
3. Canada pattern only—		RIVET SETS.		Tea spoons, per gross 7 50 12 00		Wrapping, cotton, per lb. 0 17 0 18	
From 4 to 5 dy. 3 25		Canadian, dis. 30, 35 per cent.		Dessert, " 21 00 30 00		Matress, per lb. 0 33 0 45	
3 dy (lath) 3 65		ROPE.		Table, " 30 00 30 00		Staging, " 0 27 0 35	
3 dy, A.P. fine. 4 35		Sisal. Manilla		Dessert Forks, " 24 00 00 00		Broom, " 0 30 0 55	
Car lots 10c. less.		7-16 in. and larger, per lb. 6 1/4 00 8 1/2		Medium " 27 00 00 00		VICES.	
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.		1/4, 5-16, 3/8 in. 6 3/4 00 9		Table " 36 00 00 00		Hand, per doz. 4 00 6 00	
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more		Cotton 15 17		SQUARES.		Bench, parallel, each 2 00 4 50	
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		Russia Deep Sea 00 13		Iron, per doz. 1 65 2 90		Coach, each 6 00 7 00	
NAIL PULLERS.		Jute 6 1/4 7 1/2		Steel, dis. 65 to 65 and 10		Peter Wright's, per lb. 0 12 0 13	
German and American 1 85 3 50		RULES.		Try and bevel, dis. 50 to 52 1/2 p.c.		Pipe, each 5 50 9 00	
NAIL SETS.		Boxwood, dis. 80 and 5 to 10 p.c.		STAPLES.		Saw, per doz. 6 50 13	
Square, round, and octagon, per gross 3 38 4 00		Ivory, dis. 37 1/2 to 40 p.c.		Fence, galvanized 0 03 1/2		WASHER CUTTERS.	
Diamond 12 00 15 00		SAD IRONS.		Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		Per doz. 4 00	
NETTING.		Mrs. Potts, per set. 0 60 1 00		STOCKS AND DIES.		Washers "Iron," 40 per cent., 4 months per cent.	
Poultry, 65 and 10 to 70 per cent.		N.P., per set. 90		American, dis. 25 p.c.		WELL WHEELS.	
OIL.		SAD HEATERS.		STOVE POLISH		Amer., per doz., 8, 10 and 12 inch. 3 38	
Canada refined oil (Toronto) 0 16 0 16 1/2		Dome, Shepard's, per doz. 4 75 5 00		gross. 1/4 gross. doz.		WIRE.	
Carbon safety " 0 18 0 00		SAND AND EMERY PAPER.		Scientific Stove Pipe		Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.	
Canada w. w. 0 18 0 00		B. & A. sand, 40 and 5 to 45 per cent.		Varnish 9 00 2 50 90		Copper Wire, 10 per cent. rev. list discount.	
American w. w. 0 00 0 21		Emery, per quire. 0 55 0 90		Scientific Stove Paste (5 lb pails) 60c. each. 6 00		Annealed, annealed and oiled, galvanized 20 per cent. discount.	
Pratt's Astial. 0 00 0 22		SASH CORD.		Scientific Furniture		[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]	
OILERS.		Per lb. 0 22 0 50		Polish 12 00 1 25		Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.	
McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50		SASH LOCKS.		Scientific Carriage Top		Broom Wire, per lb. 0 05 1/2 0 06	
Zinc and tin, dis. 50, 50 and 10.		Triumph and Morris, dis. 37 1/2, 40 per cent.		Dressing, 1/2 pints. 2 00		Clothes Line Wire, 19 gauge, per doz. coils 3 95	
Copper, per doz. 1 25 3 50		Kempshell's, dis. 40, 62 1/2 per cent.		Scientific Carriage Top		WIRE FENCING.	
Brass, " 1 50 3 50		Canadian, dis. 45, 50 per cent.		Dressing, pints. 3 50		Galvanized, 2 barb, 2 1/2 and 5 inches apart 3 00	
Malleable, dis. 25 per cent.		SASH "LIGHTS.		Scientific Enamel Paints		Galvanized, 4 barb, 4 and 6 inches apart 3 00	
PAILS.		Sectional, per 100 lbs. 1 40 1 50		Scientific Stove Enamel		Galvanized, plain twist, all delv'd. 3 00	
Galvanized, per doz. 2 25 3 30		SAWS.		7 50 2 00 75		Plain twist 3 00	
PENCILS.		Crosscut, McMillan & Haynes, per dozen 0 40 0 70		STONE.		Steel Staples 0 90 3 00	
Dixon's, per gross 1 00 4 25		"Empire," McMillan & Haynes, per ft. 0 00 0 70		Washita, per lb. 0 28 0 50		Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over	
" Carpenter 2 25 3 60		Hand, Diston's, dis. 12 1/2 to 15 p.c.		Hindustan, " 0 06 0 07		WIRE CLOTH.	
PICKS.		S. & D., 40 to 40 and 10 per cent.		Labrador, " 0 00 0 13		Ordinary, discount 25 per cent.	
Per doz. 6 00 9 00		Crosscut, Diston's, per ft. 0 35 0 55		Axe, " 0 00 0 15		Painted Screen, per 100 sq. ft. 1 50	
PICTURE NAILS.		S. & D., dis. 35 p.c. on Nos. 2 and 3.		Turkey 0 00 0 50		WRENCHES.	
Porcelain head, per gross 1 65 3 00		Hack, complete, each. 0 75 2 75		Arkansas 0 00 1 50		Acme, 35 to 37 1/2 per cent.	
Brass head, " 0 40 1 00		frame only 0 00 0 75		Water-of-Ayr " 0 00 0 10		Agricultural, 70 and 10 to 75 per cent.	
PLANES.		SAW SETS.		Scythe, per gross 3 50 5 00		Standard, dis. 60, 60 and 10 per cent.	
Wood, bench, Canadian dis. 55 per cent., American dis. 55.		"Lincoln," McMillan & Haynes, per doz. 0 00 7 50		Grind. per ton. 15 00 18 00		Coe's Genuine, dis. 20 per cent.	
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		Whiting 6 87 7 00		TACKS, BRADS, ETC.		Diamond, dis. 33 1/2 to 35 per cent.	
Bailey's (Stan. R. & L. Co.), 50 per cent.		SCALES.		Cheese-box tacks, blue 66 1/2		Towers Engineer, each 2 00 3	
Miscellaneous, dis. 25 per cent.		Gurney Scales, 50 p.c.		Trunk tacks, black 60		S. per doz. 5 80 7 00	
Bailey's Victor, 25 per cent.		B. S. & M. Scales, 50 p.c.		" tinned 60		G. & K.'s Pipe, per doz. 6 00	
		Champion, 60 per cent.		B.B.B. iron carpet, blued. 66 1/2		Burrell's Pipe, each 3 44	
				B.B.B. iron carpet, bright or blued (in kegs) 30		Pocket, per doz. 1 25 2 00	
				B.B.B. iron carpet, tinned (in kegs) 30			
				B.B.B. cut tacks (in bulk), 45 to 50 p.c. 45			
				" " (in dozens, 1 to 6 oz.) 45			
				" " (in dozens, 8 to 24 oz.) 45			
				" " 1/2 weights 45			
				" " tinned 52 1/2			
				Swedes, cut tacks, genuine, blued and tinned 50			
				Swedes, upholsterers', genuine 50			

**Bowman, Kennedy
& Co.**

— LONDON, ONT.

Guns Rifles

Perfect Shot Shells

HEADQUARTERS FOR

Empire Clay Targets

Cleveland Blue Rocks

Schultze Powder

Special Wadding

As we are reducing stock of Guns will give special low values.
Do not lose the opportunity to secure bargains.

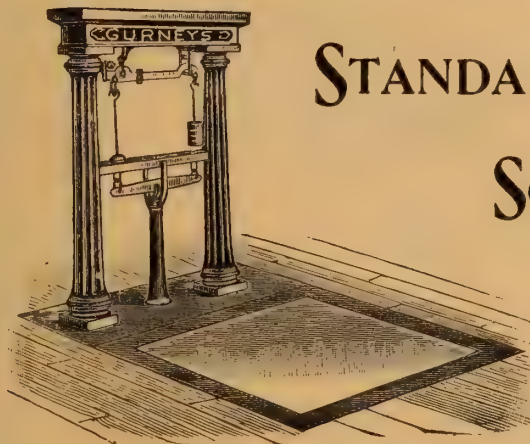
ESTABLISHED 1856

REORGANIZED 1887

The —

Gurney Scale Co.

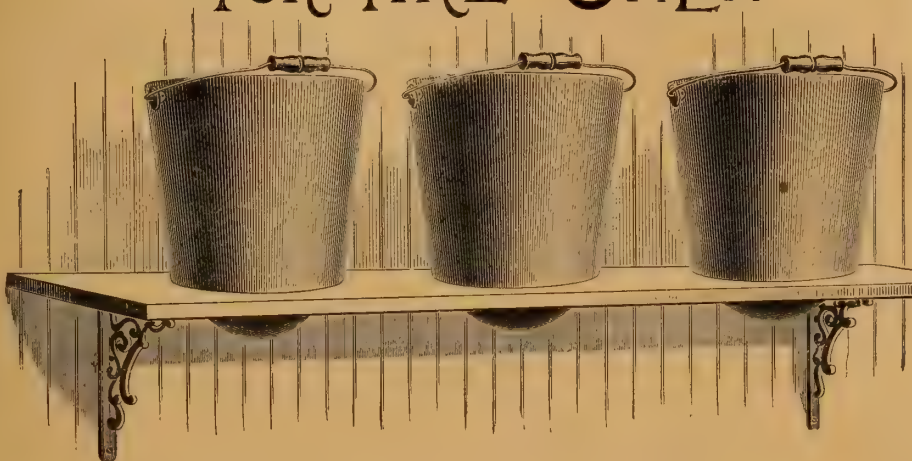
MANUFACTURERS OF



STANDARD
SCALES

Hamilton, Ontario.

FOR FIRE ONLY.



**E. B. EDDY'S INDURATED FIBREWARE ROUND BOTTOM
FIRE PAILS**

FIRE- CURE.

One application is guaranteed to kill off early stages of galloping consumption (by fire).

Medicine always on hand for sudden attacks. Check the ravages in time, or your warehouse may in a few hours be ruined.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, QUE.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

" Things that are equal to the same thing are equal to one another."

THE BEST PAINT - THE BEST VARNISH

When we say that our varnishes are manufactured with the same care from pure materials as our acknowledged peerless paints, the trade will at once understand they are the best on the market.

Owing to the largely increased demand for our **Celebrated Monarch Varnishes**, we found it absolutely necessary to enlarge our manufacturing facilities, and for this reason have recently purchased the varnish works of D. A. McKenzie & Co., retaining the services of Mr. McKenzie, who has a life-long experience as a varnish maker. We are in a position to make prompt shipments, and can assure the trade that the standard of excellence heretofore established will be maintained, and we will continue to devote all our energies to hold first place in the paint and varnish line.

ROBERTSON'S SUPERIOR

The Neatest Shelf Package

MONARCH



. The Best Goods.

VARNISH

THE JAMES ROBERTSON CO., LTD.

STANDS HEAD AND SHOULDERS
OVER THEM ALL

Manufacturers Paints,
Oils and Varnishes

TORONTO

N. B.—All our friends while visiting the City are cordially invited to call upon us,
when we will be pleased to show them through our factory and warerooms.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, SEPTEMBER 26, 1896

No. 39



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt Street New York

What's in a Name?



Everything, if the name stands for an article that has been put to the severest tests for years and has always proved satisfactory. That is the case with "QUEEN'S HEAD" Galvanized Iron, and that explains why you see this brand on most of the iron used in Canada.

You can buy lower-priced Iron than "QUEEN'S HEAD," but you can't buy cheaper.

Canada's Largest Radiator Manufacturers.

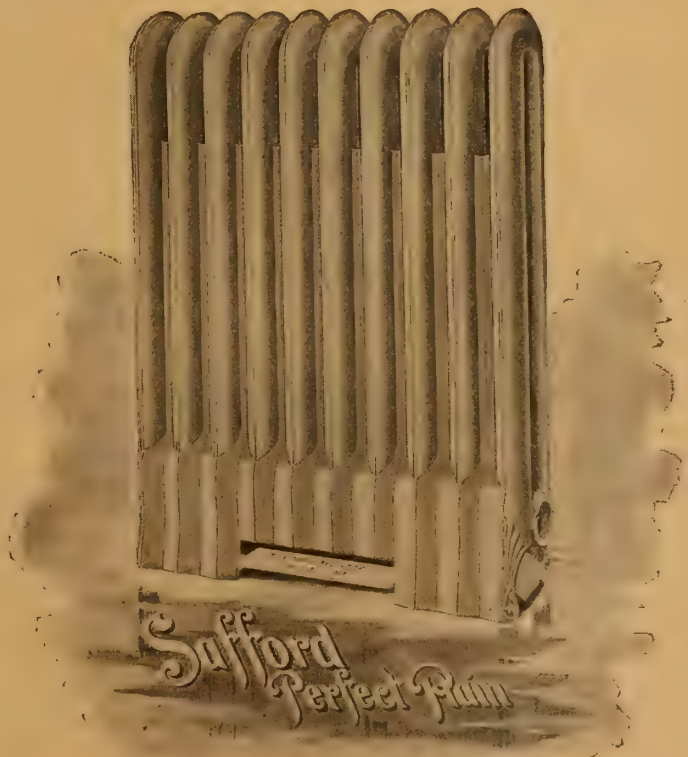
Up to the standard of the times—
constructed in the highest standard of
excellence—such is the demand made
in the best heating specifications of the
day when referring to Radiators—There
is but one Radiator that can be counted
in this class; it's the Safford—

"Safford" STANDARD Radiators

ARE AT ALL TIMES THE CHEAPEST.

MADE ONLY BY

THE



TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.

RICE LEWIS & SON

(LIMITED)

ARTHUR B. LEE, President.

A. BURDETT LEE, Vice-President.

Importers of

Bar Iron, Steel
Boiler Plate

SHELF AND HEAVY

HARDWARE



Mantels

Grates

.. Tiles

CUTLERY

BICYCLE DEALERS' SUPPLIES

Cor. King and Victoria Streets

TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

K_{EMP} **M**_{ANUFACTURING} **C**_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

... Makers of ...

“DIAMOND” STEEL WARE

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, SEPTEMBER 26, 1896

No. 39

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

THE HARDWARE APPRAISERSHIP AT TORONTO.

THE announcement made in the House of Commons a few days ago, that among the orders-in-council of the late Government, approved by the Governor-General, was one appointing Mr. W. Millichamp to the vacant hardware appraisership in Toronto, has been the subject of a great deal of comment among the importing hardware merchants in the Queen City. The comment is not of a character favorable to the appointment.

Mr. Millichamp is a business man of many years' experience, and has, on more than one occasion, been honored with a seat at the City Council board. As a man nothing probably can be said against the appointment. And would we could say the same in regard to his peculiar fitness for the position of hardware appraiser.

It is no use mincing matters. Mr. Millichamp is not fitted for the position which he was recommended for by the late Government. None will realize this more than will Mr. Millichamp if the present Government ratifies the order-in-council of its predecessors.

The hardware appraisership at Toronto demands a special fitness which Mr. Millichamp does not possess. It demands a

man who is not only a practical hardwareman, but a hardwareman whose experience has been both long and wide. Mr. Millichamp has had neither the one nor the other. His long and wide experience is as a show case manufacturer. At that he is no doubt an expert. He may have special aptitude for learning quickly the intricacies of the office, but neither the Department nor the trade can afford to be for years subjects upon which he shall practise while learning to be proficient in his duties.

The hardware appraisership is the most difficult in the Customs Department. Rulings are required day after day which none but a more than usually efficient hardwareman can intelligently render, much more a man who knows practically nothing about the trade.

Mr. Blackwood, the late appraiser, was a most efficient officer. Before he ever saw the inside of the Custom House, as an official at any rate, he was known as an efficient hardwareman, with years of experience at his back. The only complaint the local importers had against him was that he knew his business too well, or rather that he knew it so thoroughly, compared with the hardware appraisers at some of the other ports, that the Toronto importers were made to keep closer to the tariff regulations than were those in some of the other cities.

Then the appraisership at Toronto is doubly important from the fact that it carries with it a seat at the Board of Appraisers for the Dominion, where all wrongs in rulings and regulations have to be made right. On questions of policy Mr. Millichamp would doubtless exercise as much business common-sense as any man who could be appointed. But technical knowledge is wanted as well, and this he has not. A man who has been trained all his life at law cannot be expected to take up the practice of medicine at a moment's notice. And it is no reflection on the lawyer to say so either.

HARDWARE AND METAL opposed the ap-

pointment of the assistant appraiser on the ground that he had had no practical experience in the hardware trade. But—and we are pressing the views of the trade when we say so—it would be infinitely preferable to see Mr. Patterson promoted to the position, if someone who has less experience than he is to be appointed to the vacant appraisership.

WROUGHT PIPE MAY ADVANCE.

CANADIAN manufacturers of wrought iron pipe await with interest the result of the meeting of United States manufacturers which is to be held in New York this week.

If the parties who are endeavoring to form an association across the line are successful, it will, say Canadian makers, mean an immediate advance in the price of Canadian pipe. United States pipe is the only serious competitor they have to meet now, and, of course, if the proposed association goes through it will mean a sharp advance in price in the United States.

Present values across the lines are not only below ours, but they are fully 20 per cent. cheaper than the prices ruling in England or Germany.

As a result of the unusually low prices, exports of United States wrought iron pipe to Europe have been an interesting feature of the situation.

Some announcement is expected this week from the meeting held at the Hotel Waldorf, in New York. The purpose of this meeting is the effecting of a pool or combination on wrought iron and steel pipe on the same lines as those upon which the steel billet pool was arranged last spring. The plan has been agitated for some time among Pennsylvania makers, but it was reported that several of the largest concerns were opposed to the movement.

Agreements have heretofore been made between United States pipe makers, but have not been generally observed. It is stated, however, that the present plan contemplates a strong and binding combination.

WHEN THE RESTRAINTS ARE GONE.

THE trade outlook in Canada continues to brighten. In all kinds of farm produce there is an abundance and of good quality. Prices are light, but the indications are rather towards an appreciation than otherwise. The fruit crop is even more prolific than the cereal crop. Taking it all round, it is probable we never had such an abundant yield of fruit before. As for the mining industries, the interest that is being awakened in them is unprecedented in this country. The railway earnings continue to show gains compared with the past couple of years, and the monthly bank statements show improvement in the trade of the country rather than deterioration. The cheese industry is in an excellent condition. Stocks in store-keepers' hands are light, and constant buying is necessary to keep them assorted, while merchants' liabilities are in much the same condition as their stocks. Then the growing character of our export trade must not be forgotten.

The undoubted chief drawback to trade is the unsatisfactory condition of business in the United States. Trade in that country was probably never worse than it is to-day. American manufacturers who have been in Canada lately have no hesitation in saying that business in their home market is worse than it was during the crisis of two years ago. Confidence is gone, and they cannot sell goods. The representative of one manufacturing concern when in Toronto a few days ago was authority for the statement that three of their travelers during July last did less than one-third the business that one of them did in the same month a year ago.

This deplorable condition of affairs in the United States must necessarily have its influence upon trade in Canada. With excessive stocks in their factories the manufacturers across the line, while in many staple lines holding up prices on the home market by the aid of combinations, are endeavoring to get relief by slaughtering the Canadian and other foreign markets. The consequence is that the manufacturers in this country have found it necessary in most instances to reduce their prices in order to meet competition; but, in spite of this, these slaughter-priced goods are coming into the Dominion.

This deleterious influence from the United States may be expected to obtain till November next, when the presidential election is held. As to whether trade will after that be better or worse depends whether victory perches upon the shoulders of the sound or unsound money candidate. If the honors fall to the sound money man we may expect to see a rapid recovery of business in the United States.

In Canada we have no crisis staring us in

the face, and the removal of the threatened crisis in the United States will give increased confidence to the business interests of this country and impart an impetus to trade.

Of all our branches of industry the only one which is really dull is that appertaining to lumber. At the mills are two years' supplies of lumber. In consequence of this, not a fractional part of the lumbermen that usually go into the woods will go this winter. A great many of the mills will send none at all. While this necessity is deplored, yet the fact that it is a necessity commands this decision.

But the cloud that is hanging over this particular industry is not without its silver lining. **HARDWARE AND METAL** is informed by millmen that an improved trade in deals and wide boards is being done on English account. Some mills in fact are experiencing difficulty in filling orders promptly. Then there is the promising trade of South America and South Africa to take into account, while with a revival of trade in the United States is certain to come a revival of the demand for Canadian lumber.

Trade in Canada to-day, while not as large as it might or should be, is nevertheless on a sound foundation. Merchants' liabilities are light, business methods are improving and careful dealing is the rule. There are some restraints upon trade. When these are removed business will become more active. There is no question about it.

What we want in this country more than anything else is confidence. And for the attainment of this confidence it is only necessary to glance at the richness of the natural resources of the Dominion, to consider the prospects for developing the chief of them and then to compare the commercial conditions of this country with those obtaining in the United States.

WANT CITY POSTAGE LOWERED.

THE Montreal Board of Trade has decided to renew its agitation to secure a reduced rate for city letters. Its representations to the late Government were unsuccessful, but it has resolved to try again with the new Administration.

The merits of this question have been threshed out so often before that repetition would be tiresome. Perhaps the new Government will be more pliable than the last, but some doubt is expressed. The Government contention has always been that it is a question of revenue. The business men in reply hold that the increased business that would follow would more than offset the reduction. Perhaps they are right. At any rate, if the Government can be induced to make the change, it will ingratiate itself with the business public in a most effective way.

PIG IRON DEARER.

THE pig iron market appears to have taken a turn for the better, the demand in the United States having improved, while the southern furnaces which a week ago withdrew their quotations are now demanding an advance of 50c. per ton.

A feature of the situation on the other side of the line is a further sale of 3,000 tons of Alabama pig iron for shipment to England, and the total movement on that account up to the end of last week is estimated at 25,000 tons.

In Canada there is no change, as far as we are aware, in the situation, beyond a steadier feeling. This in itself will be welcome to the Canadian furnace people, who have been experiencing the keenness of American competition and low prices combined. In December last domestic No. 1 iron was quoted at \$18.75 in carload lots Toronto, and to-day \$17 is the nominal figure.

There is practically nothing doing in pig iron in the neighborhood of Toronto, and people will not buy more than they can help till the tariff question is settled.

A UNIQUE WINDOW DISPLAY.

A hardware store in Quebec recently attracted much remark by a unique window display. A bicycle was the humble cause of comment. It was a bicycle, but "fearfully and wonderfully made." The idea of having a bicycle in a window made up of various classes of goods is not exactly a new one.

This particular wheel, however, had several points about it differing from the ordinary scorchers' machine. In fact, it was just bristling with points, points to which all respect should be paid. The "bike" was built mainly with knives, large and small. The frame consisted of large knives. The spokes were also knives of smaller dimensions. The pedals and crank were represented by such a crank as is used on any hand machine. A large sized brace served as a handle bar.

Though not serviceable for riding, it would be serviceable in making sales, which some merchants, no doubt, would consider quite as good.

TO EXTEND OUR TRADE.

The Montreal Board of Trade have already taken the initial steps in response to the invitation of Sir Richard Cartwright for suggestions as to ways and means of extending the trade of the Dominion. They have appointed a committee composed of some of the ablest members to take steps to

procure and supply the Hon. Minister with the desired information.

The members of the committee are: Jno. McKergow, Charles Chaput, Jas. Crathern, David McFarlane, Wm. McNally, Henry Miles and Henry Nivin.

Other boards of trade should also take action with as little delay as possible.

BUSINESS MEN AS LAW MAKERS.

HARDWARE AND METAL has for the past three or four years ardently championed reform in the Cabinets, Federal Parliament and Legislative Assemblies of the country.

The particular reform we urged was appointment and election of practical business men to offices and membership in these governing bodies.

We cared nothing whether the appointees were Conservative or Reform in politics, but we cared a great deal whether they were business men or not.

A practical, intelligent business man is a business man, no matter with which political party he associates himself. He will be guided in the Cabinet and in the House by the instincts of business just as the mariner is guided by the compass.

Reforms move slowly. And the particular reform we have been championing is moving, and a little better than slowly too.

Lately the Ontario Cabinet and the Legislature of the province have each been augmented by a man of the desired description. We have reference to the appointment of Mr. E. J. Davis to the Provincial Secretaryship, and the election of Mr. Andrew Pattullo to the Legislature for North Oxford. Both are practical business men of long experience.

Mr. Davis has for years been actively engaged in the hide and leather business, and is a member of the Toronto Board of Trade.

Mr. Pattullo is the publisher of a successful provincial newspaper. But besides his duties as publisher and editor, he has for several years been prominently connected with the cheese and dairying interests of the country. Hard and continuously has he labored in behalf of these interests, and in 1895 he was elected to the important position of president of the Western Dairymen's Association. He, too, may be termed the father of the good roads movement in Ontario. At any rate, nothing practical was done until he interested himself in the matter, and succeeded in securing the formation of the Good Roads Association.

Reforms move slowly, but the movement for government by business men for the business interests of the country, instead of by professional politicians for themselves, is growing apace.

DROPS FROM THE EDITOR'S PEN.

Work with a will if you would have your work well done.

The want of system kills more men than does hard work.

Heart failure is the death of business as well as of man.

A shabby window, like a shabby man, attracts but to detract.

If you do not look after your business your creditors in time will.

Capital is shy, and gives a wide berth to that which is not to be trusted.

Merchants who keep their books correctly are able to keep track of the leaks.

A debt is an evidence of confidence; loss an evidence that it has been misplaced.

The man whose wits dull times do not sharpen is of all men the most miserable.

Co-operation is the operation whereby merchants can eradicate trade evils.

What a budding business idea will do cannot be known till it has been cultivated.

Promptness in all matters appertaining to business earns business as well as encomiums.

He who does not save his discounts is discounting his chance of attaining success in business.

A woman's weakness for bargains can be made a source of strength to an appreciative, pushing merchant.

The wise man courteth the good will of the traveling salesman, but the fool treateth him with disdain.

Faint heart, as well as improper training, is the cause of defeat in business, as well as in athletic contests.

Brains cannot well be put in the stock, but unless they are in the store the business will soon be non est.

Credit has become discredited because of the license with which some people have been allowed the use of it.

Harp not o'ermuch on your own importance. Such a harp is of one string and jars upon your auditors' ears.

The spendthrift is a full brother to the traveler in the desert who throws away the

contents of his water-bottle without having the evidence of being able to replenish on the morrow.

Two and two make four, but it is proposed to make fifty cents' worth of silver a dollar of one hundred cents.

Depart not from your grandfather's quality of honesty, but adapt yourself to the modern man's business methods.

Candidness with creditors may let them into the secrets of your business, but it opens for you a way into their good graces.

Great Britain threatens to whip the Turk unless he in future behaves more seemly. Sick and all as he is, he deserves it.

If you cannot make business and money together, it is only a matter of time before business will make you take your exit.

All crave efficiency in their various spheres, but few are willing to submit themselves to the operations necessary to the acquirement of that efficiency.

Be courageous if you would be successful in business. There is no more room for cowards in business than there is in battle.

A man in business, untrained in the ways thereof, is, like a novice in charge of a locomotive, a danger to both himself and society.

Either the gold or the silver candidate for the U.S. presidency will, in November next, be melted down by the heat of popular disfavor.

As an enormously large number of barrels for apples will be required in Canada this season, coopers may expect to have a "staving" time.

Ungentlemanly and all as the average "dead beat" is, ungentlemanly methods are not more utilitarian for debt collecting than are gentlemanly methods.

As a rule, people who throw up situations because the work is too hard are more in love with laziness than they are work, although it is the latter that provideth them bread and butter and the former starvation.

Young men who borrow money in order to keep up the gait at which they are traveling are as certain in time to collapse as is a chain strained beyond the strength of its weakest link.

THE LATE ALEX. TAYLOR.

THE following is a sketch of the late Alexander Taylor, a general merchant of Dromore, popularly known as the "Laird of Dromore," who died suddenly on Aug. 31st last. The article is taken from The Grey Review, whose editor had an intimate acquaintance with Mr. Taylor for about thirty years. After announcing Mr. Taylor's death The Review says:

"It is difficult for those who knew the deceased to write of him as gone. So active in his habits, so intimately associated with the business life of the community, so public-spirited in all matters connected with the social, moral and material interests of the district he did so much to develop, it will be long before his name and influence are forgotten in Egremont, or, indeed, in South Grey.

"And so suddenly! This morning he partook of his breakfast as usual, and after finishing some writing, complained of a pain in his breast, and went and lay down. At 7 o'clock, full of intelligent life! and in about 15 minutes the active spirit had fled.

"Deep and heartfelt sympathy goes out for his widow, son and daughter, so suddenly bereft. A loving and tender father, he was devotedly attached to his wife, and 'Russell' Hall, will long commemorate not only her name but the tender affection which prompted its bestowal. To a wide circle Mr. Taylor's removal will look like a personal loss, and the gap in that community will not soon be filled.

"His home was ever noted for an abounding hospitality, and many travelers and others can bear testimony to the genial host who was ever ready to welcome and entertain.

"Alex. Taylor was born near Peterhead, Aberdeenshire, Scotland, 59 years ago, and came to this country with his father in 1855. He remained in Toronto for five years engaged in a mercantile business. His father came to Egremont, and, together with Mr. Jaffray, a brother-in-law, two lots were bought on the 2nd and 3rd Con., that now owned by Mr. Samuel Queen, and the one opposite. These were soon sold and the property, on which the main part of the village stands, was secured.

"During his stay in Toronto he was a frequent attender at the House of Parliament of the then Upper Canada, and grew familiar with all the public men of that day (many of whom he often met), a familiarity with which he kept in touch to the very last, as we all know he could relate the history of any of our prominent public men.

"In 1860 'Sandy'—as he was familiarly known—opened a 'store' in a house on the lot on which he died, the 'Egremont Store,' and from that small beginning grew the fine business which is now so firmly established.

"When the boon of a post office was secured, he left the choice of the name with the Government of the day, and 'Dromore' was founded. We have frequently heard him say he liked the name, and with his name it has been chiefly associated for many years, and will be for many years more.

"The unpretentious little store grew

apace. 'Business' was stamped on Mr. Taylor's every movement, and for many years he did a large trade in handling and teaming grain to Guelph and other markets. A blacksmith shop was early established by him, and encouragement was given to every industry likely to promote the formation of an independent settlement.

"The weekly mail changed to a tri-weekly and ultimately to a daily, Mr. Taylor's enterprise never flagging. As railways drew away the grain trade, he began the keeping of improved stock and personally superintended the work on his farms, which he continued to do to the end. But his activities did not run all in one channel. We have mentioned his work in church and amongst the young. He was a justice of the peace, and in this capacity, owing to his fairness and kindness of spirit, he became, years ago, the friend of many who had legal troubles, and his counsel was often sought by numbers around him. The 'Laird' of Dromore, had no small place in the hearts of the community.

"Of late years his thoughtfulness branched out in other directions. Something must be done for the intellectual life of the district, and as a place for holding public meetings and conferences was needed, he erected the fine hall, which has few equals in rural localities, and called it by the name of his wife's family, 'Russell Hall.' His plans did not end here. He had under contemplation, and had made extensive enquiries regarding, the establishment of a mechanics' institute in the village, and had not death stepped in, this would have been carried out. To human appearances Mr. Taylor seemed good for many years of life yet. His wonderful activity did not seem to diminish. He has fallen in the midst of an active career, yet he cannot be said to have died prematurely who has left such memories behind him. Mr. Taylor's father died 10 or 12 years ago, also suddenly, and in 1889, his youngest son Alex. died, aged 4 years and 4 months. His daughter Mary is 16 and Robert 14.

"Mr. John M. Findlay has for a long time been his trusted, right-hand man, and his intimate knowledge of Mr. Taylor's business, with his well-known popularity, will help to lighten Mrs. Taylor's load of care and grief."

A GOOD WINDOW ATTRACTION.

Suspended from the ceiling of one of the windows of a St. Louis hardware store is, according to Stoves and Hardware Reporter, an immense magnet. It is made of wood, the upper portion painted red, and the lower part is given the appearance of bright steel by the means of a coat of aluminum paint. Suspended from the ends of the arms of the magnet is an anvil also made of wood, painted black except the top, which has also been given a coat of aluminum paint. The anvil bristles with pocket knives, with one blade open and stuck into the anvil. The display is a good one, and it is safe to say that no one seeing it can think of pocket knives for days after without having that realistic looking magnet and anvil and the store making the display suggested to his mind.

AMERICAN LAMPS IN PARIS.

The terrible use made by the Communards of 1871 of petroleum for conflagrative purposes produced such an impression on the French mind that people recoiled even at the mention of kerosene, says Lippincott's Magazine. So the American kerosene lamps, which were then just beginning to get a foothold in France, were relegated to the limbo of dangerous innovations. Then came the exhibitions of 1878 and 1889, with our particularly good show of new, improved and artistic lamps. The memories of 1871 were quickly forgotten, and to-day the use of candles and the old "pump lamps"—gas has never been a general means of domestic lighting in France—has gone down before the American substitute, which has not only invaded the Parisian bed room and parlor, but has even found favor in the chateaux along the Loire and has worked its way into the plain homes of the remotest villages. One of the American lamp exhibitors received so many orders during the exhibition of 1889 that he established a branch store in the best part of commercial Paris where he has been doing a thriving business ever since.

A SHORT-COMING IN STOVE DISPLAYS.

It is surprising to notice how seldom a cooking or heating stove displayed in a dealer's window is accompanied by a window card, or any descriptive matter whatever, remarks Stoves and Hardware Reporter. A card with an enumeration of the principal points of merit, even if some of them are found in other makes as well, cannot fail to be effective. Have the oven door open, if it is a cook or range, and on a card suspended from the door, dilate on the oven construction or the method of ventilation pursued. In many instances it would be a good plan to place the maker's catalogue in the window in front of the stove, opened to the page on which a cut of the one shown appears. A framed card with a list of some of those to whom you have sold the same make of stove and to whom you know you can refer, would also be in place.



IRON AND COPPER MARKETS.

WHILE the drift of the iron trade is unquestionably toward a better feeling, the actual volume of business is still very small, and it takes weeks to bunch enough orders to make a decent run for the mills. Prices are not really being seriously tested in the long line of rolling mill products, even where supposed to be controlled by combinations. That will come when the first run of good orders from safe customers come in.

There are all sorts of rumors afloat concerning some of the large steel producers. The sale of the Lorain plant is one of those which has been quieted. Another is that the two largest ore interests of the lakes, with their vessel tonnage, are to be gathered into a close alliance with the largest western steel plant aggregation and the largest Pittsburgh concern. The abandonment of plans for expansion in different directions by some of the interests is supposed to furnish a good ground for adhesion to the plan.

A few large contracts are coming up, among which the placing of the material for the battleships arouses most interest.

Alabama producers report further sales of iron for export, the Tennessee Company having booked a lot of 3,000 tons for England a few days since. Vessel tonnage from the convenient southern ports seems to be taken up pretty thoroughly now, so far as low figures are concerned. The total movement to date is estimated to aggregate about 25,000 tons.

The copper figures continue to display an extraordinary condition of affairs. Last year we produced, according to Mr. Stanton's returns, 171,197 gross tons, and exported 64,722 tons, thus leaving available for home consumption 106,475 tons. During the first eight months of the current year we have produced at a rate of 202,000 tons, of which we have been sending abroad at the rate of 117,000 tons, so that we retain only at the rate of 85,000 tons for home use, or 20 per cent. less than last year. Copper is experiencing the blessings of active foreign markets.—Iron Age.

HE WANTED THE JOB.

A well-known traveling man, who was in the city recently, told a story which illustrates the conception which some people have of the present financial question. The anecdote hinged on a letter which a prominent hardware dealer of Louisville, Ky., received from one of his backwoods customers.

The letter writer was a farmer of some consequence in his vicinity, and in his epistle recited how he patronized the hardware man for the past twenty-five years. He had bought all his farm implements from

him, and had always paid his bills promptly. In return he had a request to make. If the free silver movement were to succeed in November, he asked the hardware dealer to use his influence to get the writer appointed distributor of the free silver for his district.

The man was not joking and evidently thought that in case of Democratic success next fall silver would be shipped in carloads all over the land, to be given out to the people. He wanted to have a hand in the distribution.—Pittsburg Chronicle Telegraph.

PROGRESS OF IRON.

IN an old book the other day, writes "Vulcan" in Ironmonger, I came across some figures which, when placed in comparison with those of the current period, strikingly illustrate the progress of the English and Scotch iron trades during the past hundred years or so. In 1740 the production of pig iron in England was 17,350 tons, in 1788 61,300 tons, in 1796 108,793 tons, in 1806 250,000 tons, in 1820 386,000 tons, in 1827 654,000 tons and in 1845 1,250,000 tons. The average production per furnace per week was only 5 tons 13 cwt. in 1740, 15 tons 6 cwt. in 1788, 47 tons 6 cwt. in 1827 and 100 tons in 1845.

The first furnaces erected in Scotland were those put up at Carron in 1767. In 1786 furnaces were constructed at Clyde and Wilsontoun, in 1790 at Omoa, Muirkirk, and Devon. In 1825 the Monkland works were erected, in 1830 Gartsherrie, and in 1834 the Dundyvom works. In October, 1845, statistics showed that there were 106 furnaces in existence in Scotland, eighty-five being in blast, and twenty-five more were being built or in contemplation. The production in Scotland of pig iron had grown from 7,000 tons in 1788 to 280,000 in 1843, and 400,000 tons in 1845.

Of the furnaces enumerated as being in existence in 1845 many are now in the limbo of forgotten things, or are, at all events, no longer in operation. Where now, for instance, are the Garscube, Omoa, Wilsontoun, Cessnock, Househill and Devon works? On the other hand, several of the furnaces which were famous in 1845 are still to the fore—as, for instance, Gartsherrie (which had then fifteen furnaces in blast out of a total of sixteen), Carnbroe, Langloan, Gengarnock, and Carron. The hot-blast process of Neilson, it should be remembered, was only patented in 1828, and was not in general use before about 1833.

The enormous development of the iron and steel trades during the past half-century may be inferred from the following statistics showing the make of pig iron in 1844: Great Britain, 1,500,000; France, 350,000; Russia, 320,000; Germany, 150,000; Austria, 100,000; Belgium, 150,000; Sweden, 30,000; other parts of Europe, 50,000; total, 2,700,000 tons. The United States is not mentioned at all, nor are Spain, Canada and Italy; whereas now the United States alone produces some 8,000,000 tons per annum, and the production of the world is probably some 30,000,000 tons per annum. The figures are almost startling as a record of what has been done in fifty years.

We Believe

Any merchant who sells Paint—whether in a large, or small way, can sell more than he ever sold before, if he handles The Sherwin-Williams make.

When we say we believe this, it is because we know it to be so. We can give to any one interested, names of a number of merchants who have handled The Sherwin-Williams Paints this year, who have informed us that this has been their experience.

This is because the Paints are good. They do the work they are made for, the best way it is possible to have it done, as far as is known up to this time.

There is a man—an expert—employed at the main works of The Sherwin-Williams Co., at Cleveland, who is diligently searching every day, to find out if it is possible to make the S.-W. Paints better, in any way. If he finds any improvement—cost what it may it is immediately adopted.

If earnest, careful, intelligent work counts for anything—and we believe it does—it's to be found in the S. W. P.

Made in Canada by

The . . .

Walter H. Cottingham Co.

Limited.

Montreal.

KEEPING DOWN STOCKS.

"BUSINESS is far from satisfactory," said a well-known Montreal iron manufacturer this week to **HARDWARE AND METAL**. He added that this did not apply to general shelf hardware as to heavy goods, but that even in the former he felt certain that investigation would show a reduced volume of business compared with last season. This disposition of buyers was all the more curious in view of the fact that no tariff changes were possible until next March. For the interval between the present time and that date, jobbers, retail dealers, and consumers generally, had to provide some supplies.

It was evident, however, from the nature of orders from third as well as second hands, that all branches of trade had firmly made up their minds to get along with as limited a supply of goods as they possibly could. He instanced a case of a Quebec customer, who usually ordered several tons of wire at this period, who was contenting himself this fall with hundreds of pounds instead of tons. This was only one instance of several.

Another gentleman said that his workmen had been informed that if business contracted any more they would have to be satisfied with three days' work a week during the coming winter. Nothing else could be done under the circumstances, when buyers, instead of ordering carloads of nails, wire, horseshoes, etc., were satisfied with less than one-quarter of that quantity.

A SAD FATALITY.

Mr. W. H. Mooney, formerly of Montreal, and so widely known throughout the hardware trade of Canada by reason of his association for over a quarter of a century with the Canada Horse Nail Co., of Mont-

real, has, we regret to announce, met with a sad bereavement by the death of two of his sons by drowning, which occurred on the 12th inst. at their home, Ausable Chasm, N.Y.

It appears that while the brothers were in bathing, the younger son, Charles, aged 19 years, was in peril of his life, and the elder brother, Henry, aged 23 years, attempted to rescue him, and thereby lost his own life in the noble and heroic endeavor.

The many friends of Mr. Mooney will learn with much regret of this sad fatality, and join with us in their heartfelt sympathy and sorrow to the afflicted father and family.

OVER-SUPPLY OF LINSEED OIL.

THE linseed oil market is over supplied with stock, and the fact led some sellers in Montreal to cut prices 1c. per gallon on round lots this week, sales of raw being made at 46c., and boiled at 50c. These figures, however, apply only to 10-barrel lots and over, and it is worthy of note that the decline has led to more demand for such quantities.

It is expected that the very low price will induce dealers to fill up before navigation closes, seeing that there is little likelihood of values remaining at the unprecedented figures now ruling. In fact, the increased demand above referred to is considered to be the commencement of this enquiry.

MANUFACTURERS' MEETING.

The different manufacturers' associations are holding their meetings in Montreal. The first session was held yesterday (Friday), but up to the time of going to press we hear of no changes taking place. It is thought, however, that there will be changes. If so, they will appear in our next issue.

A DOMINION BOARD OF TRADE.

The Ottawa Board of Trade is in correspondence with other boards in Canada in regard to the resuscitation of the Dominion Board of Trade.

This defunct body was never of much benefit in the old days. This, however, was due more to its machinery and methods rather than any other cause.

Times have changed since it died a natural death, and in this age of concentration and combined effort, it would very possibly do good work. At any rate, if it did nothing else than hold a regular annual gathering, the simple interchange of ideas at such a time would be beneficial and pay for the trouble taken. The experiment is certainly worth a trial.

The Council of the Montreal Board has already decided that it will join issue with its Ottawa brother, and no doubt other organizations will follow suit.

HARDWARE WEDDINGS.

In the presence of a few friends, Mr. Geo. W. Smiley, hardware merchant, of this city, and Miss Hessie Ann Davis, of Owen Sound, were quietly married on the evening of September 16. Rev. W. D. Cunningham, pastor of the Church of Christ, officiated.—Times, St. Thomas.

A happy event was celebrated at London last Wednesday, being the marriage there of Wm. Kennedy, to Miss Clara Doig, both of Sarnia. The ceremony was performed at the residence of Mr. Wm. Kennedy, hardware merchant, 66 Bryon avenue, in the presence of a few friends. The bride was assisted by Miss Martha Sloan, of Sarnia, and the groom by Mr. Kennedy, London. The happy couple have taken up housekeeping here, with the best wishes of a host of friends.—Sarnia Post.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Farwick, Herts



TRIALS by ELEY BROS. and
"ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012'68 feet per second.

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '235 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

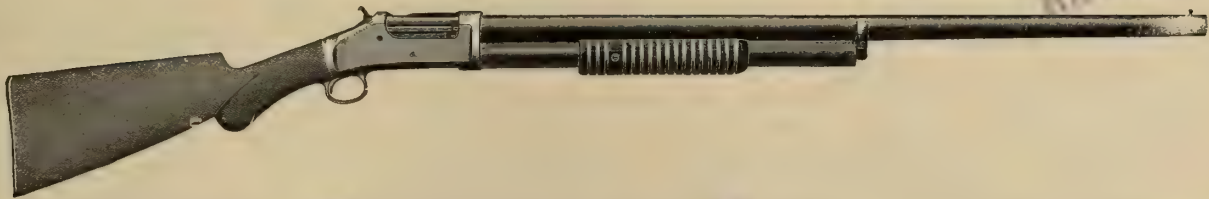
H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37 West Front Street Toronto



MARLIN AND WINCHESTER RIFLES. All sizes.



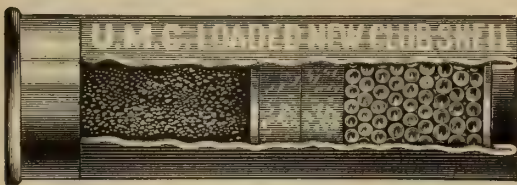
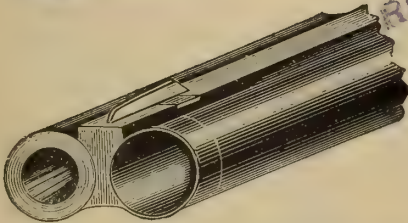
WINCHESTER REPEATING SHOT GUN. 12 Gauge Only.



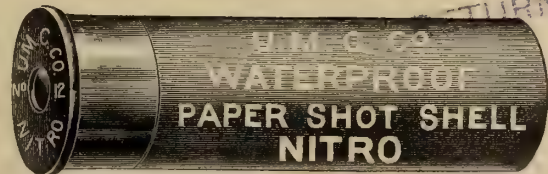
U.M.C. AND DOMINION CARTRIDGES. All sizes.



Pieper's Shot and Rifle B. L. Gun.
12 Gauge Shell and
38-55 Cartridge.



FULL
ASSORTMENT
SHELLS
LOADED
AND EMPTY



AMERICAN DEAD SHOT **POWDERS** SCHULTZE SMOKELESS

GRAHAM Cut and Wire Nails are the Best.

H. S. HOWLAND, SONS & CO., - TORONTO

Our prices are right. Orders filled promptly.

Cow Chains, Lanterns, X Cut Saws, Axes, Files, etc.

HOW CORDITE IS MADE.

DESCRIBING a visit to the cordite works in Arklow, Ireland, a Pall Mall Gazette writer says: "We mount a slight elevation, and from thence we have a fine view of the entire works. The scene is picturesque enough, and somewhat resembles a miniature camp. The sandy plain is dotted with little houses; not unlike summer-houses, painted in different colors. They are pretty, and seem harmless enough; but round each there is a mound of sand, with poles driven in it to keep it firm, and covered with sods of grass. In case an explosion occurs the damage is practically confined to the area enclosed by the mound of sand. The blue houses are gelignite magazines. Guncotton is dried in the yellow houses, which are heated by hot-air pipes. A little north of these is a small zinc-covered house at the end of a range. Here the velocity of the cordite is measured and registered by a young girl. East of this is a huge mound, between 60 and 70 feet high, from which great lead pipes, covered with wood and of different elevations, run. Through these pipes nitro-glycerine passes until it reaches the lowest pipe. At the end of this is a tap, and round about I noticed a number of curious-shaped cups, which my companion explained were used for testing the nitro-glycerine. 'Once a fortnight,' he went on, 'we run the waste into that valley yonder and torpedo it. It would be dangerous otherwise.'

"From this we turned, and, proceeding in a westerly direction from the store, through the deep sand, which had by this time filled my shoes, came to a continuous row of houses painted red, and lying in a deep valley between parallel sand mounds. Each end of this valley was closed by an iron wicket, and through it ran a line of narrow wooden rails. A small box-like truck stood on the rails opposite one of the houses, and in this the cordite was packed in cases and taken down to the magazines. The walls of these houses are of a peculiar specially-prepared paper, stretched on a light framework so as to offer the least resistance in the event of an explosion taking place. I expressed my surprise at the number of girls employed. 'Yes; there are a great number of them. You see, the Arklow girls are famous knitters, and their fingers are supple. They are, therefore, the best mixers of cordite pulp. They earn from 6s. to 20s. a week. The glycerine is poured over the guncotton, and then mixed in the hands. The cotton is just like flour. After that it is put into the mixing machine, and acetone added. At this moment the superintendent of the cordite department came up and took us into the machine-room. The strong chemical smell which came from the

machine when he removed the cap and displayed the pulp was almost overpowering. The pulp, as it tossed about in the machine, looked like a bran mash, but of greater consistency. It is worked for three hours and a half into a jelly, and again for a second three hours and a half. After this it is screened through a wire gauze by hydraulic pressure, and forced through an instrument called a die, which regulates the size of the cordite.

"Passing from the hydraulic-room we entered another, where three little boys were rolling the cordite filaments on reels as it passed through the die. When the reels were full the cordite was taken off and cut into lengths of about 1 foot, and then arranged in cases by young girls, and, seeing the confident manner in which they handled the filaments, it was difficult to believe that in them lay such an immense capacity for destruction. Only the finer filaments are rolled on reels, the thicker ones being cut by a machine into lengths as they left the die. Since the strike they have manufactured no cordite cartridges for rifles, but the finer filaments I saw were for gatling guns, and 5lbs. went to the charge. Of the thicker, or cannon cordite, 15lbs. went to the charge for large cannon. In each cordite-chamber was a printed set of stringent rules. One of them, Rule 15, ran as follows:—'Every danger-building must be closed and left on the approach of a thunderstorm, except the manager or chemist consider it unsafe or impracticable to stop the process in hand.' I confess that I breathed more freely when I cast off my danger-boots and left this valley of the shadow of death."

ALUMINUM COFFINS.

Aluminum coffins are the latest, and the New York, Pittsburg and St. Louis undertakers carry them in stock. They are made of uniform width, square ends and vertical sides and ends, such being the accepted shape of the modern burial casket. They are finished with a heavy molding around the bottom and at the upper edge, and with pilasters at the corners and with a round molded top. They are provided with extension bar handles. Aluminum caskets are not covered, but finished with a metal surface burnished. They are lined in the same manner. The non-corrosive qualities of the aluminum as well as the lightness of the caskets recommend them. A six-foot aluminum coffin weighs but 100 pounds, an oak casket of the same size 100 pounds, a cloth casket with metal lining about 175 pounds. Other metallic caskets weigh from 450 to 500 pounds. Aluminum coffins are not likely to become popular among the poor, as their cost ranges from \$400 to \$750.—New York World.

PROGRESS OF ELECTRICITY.

A consequence of the great progress electricity has made during the last 20 years is the increasing consumption of copper. Germany consumes at the present time about 120,000,000 pounds of copper annually, of which but a small part is produced at home, while the bulk has to be imported. The following table shows the development of the German copper industry since 1876:

	Pro- duced.	Im- ported.	Ex- ported.	Con- sumed
1876.....	7,918	13,567	5,825	15,660
1878.....	9,322	14,146	7,639	15,829
1880.....	14,252	12,301	6,478	20,075
1882.....	15,912	10,579	6,097	20,394
1884.....	18,113	13,819	6,906	25,026
1886.....	19,314	11,914	6,510	24,717
1888.....	21,017	8,082	4,530	24,569
1890.....	25,427	31,432	8,429	47,430
1892.....	24,781	32,498	6,588	50,681
1894.....	25,723	37,032	6,609	56,145

The import of copper ore, too, has increased, from 32,207 tons in 1885 to 57,304 tons in 1894, while the export remained stationary, 2,201 in 1885, 2,245 tons in 1894. The export of copper bars and sheets increased during the same period from 3,178 tons to 5,007 tons, while but 495 tons were imported. The export of wrought copper ware and copper wire increased from 4,600 tons in 1885 to 6,700 tons in 1894.

THE "STEEL AGE."

The "bronze age" of antiquity has gone, the "iron age" of the nineteenth century is waning, but the "steel age" is in the growth of vigorous childhood. All the steel works in the Midlands are in full activity, and day by day there is an increasing volume of evidence to the effect that for almost all purposes steel is superseding iron by leaps and bounds. Steel tubes are very wonderfully to the fore, and steel plates for bridge, girder and boiler work are almost always specified in contracts by engineers, who until recently preferred best Staffordshire iron to anything under the sun. If South Staffordshire is to maintain the reputation which it has held since the days of Dud Dudley, it must re-organise its iron mills and forges and produce steel in every variety of shape and size to meet the growing requirements of the day.—Ironmongery.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Scientifically Correct

Is the process of manufacture employed
in the production of . . .

GUELPH BAR IRON

FINEST IMPORTED IS NO BETTER.

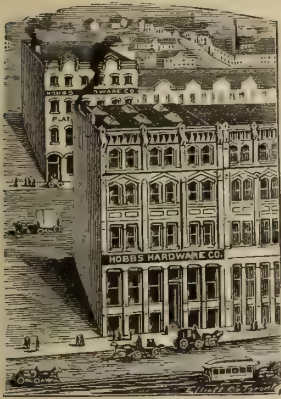
**FOR YOU-- PLEASED CUSTOMERS
IMPROVED TRADE**

by handling this Iron. Even, tough and true to gauge.

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH



Hobbs Hardware Company

LONDON

Shelf Hardware

OF EVERY DESCRIPTION.

We make a specialty of this department, carrying the best selected stock in Canada. Our shelf goods buyer is an acknowledged authority in this line.

. . Mail Orders our Specialty.

Our New Catalogue is now in press and will be ready shortly

There's an Honesty about the manu-
facture of . . .

"OXFORD" Boilers and Radiators

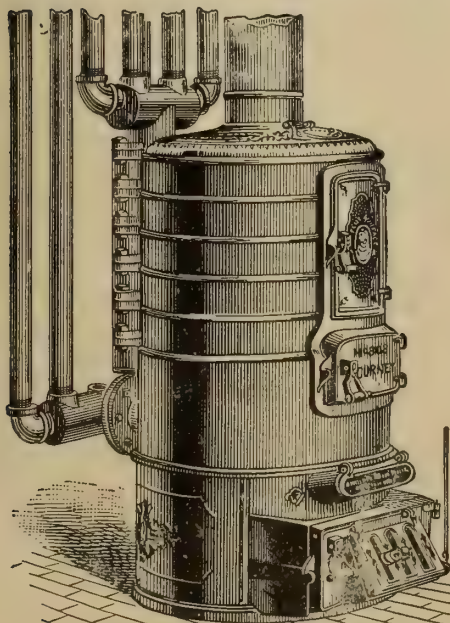
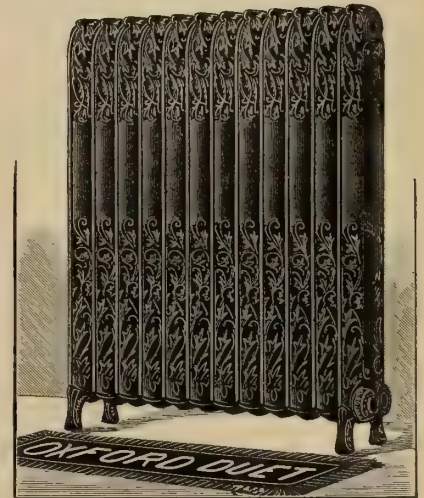
For

HOT WATER OR STEAM

which makes it an advantage to handle them. They give perfect satisfaction always, never getting out of order or needing repairs.

The **BOILERS** have a quite unequalled construction and a perfect circulation, while the **RADIATORS** are the world's standard of mechanical perfection.

OUR CATALOGUE IS FULL OF INTERESTING
DETAILS. SEND FOR IT



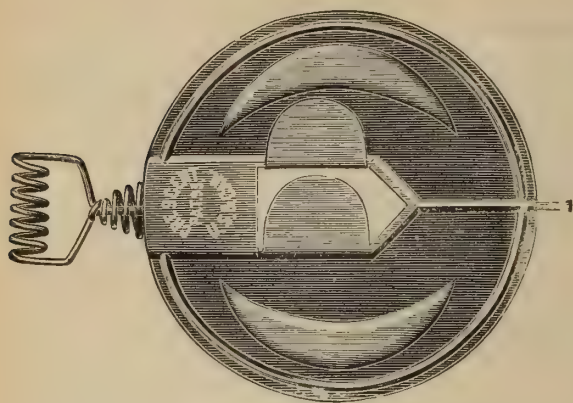
The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

Established 1860.

Incorporated 1895.

"Crescent" Dampers



Made of steel. The cheapest, simplest, and most durable damper on the market. Made in 5, 6, 7 inch. Write for prices.

THE THOS. DAVIDSON MFG. CO.

Coal Hods, Fire Shovels,
Stove Boards, Stove Pipes, etc.

LIMITED

MONTREAL

OUT-OF-SEASON ADVERTISING.

By NATHANIEL C. FOWLER, JR

THERE must come dull times, for dull times come with periodical regularity and occasionally unexpectedly.

Dull times have never been continuous, and never can be, and if their duration is limited they must be followed by good times.

Comparatively few manufacturers, wholesalers and retailers have a right to expect business of continuous equability.

The brisk selling seasons are followed by depression, due to the season, and to known and unknown influences.

The present depression in business is from a lack of public confidence, and the original cause for this condition was created by the very people who object to it.

Because dull times have usually preceded a presidential election, whether there be cause or not, people have learned to expect a depression every four years, and justifiably, or by mere coincidence, place a part of the blame upon political uncertainty.

The fundamental bottom of all depression, except that due to the state of the weather, is what might be considered an unwilling willingness on the part of business men in general to assume that the times are bad, and to continue to talk bad times.

The first man tells the second man that

times are bad, and the second man, although enjoying good business, is given the incentive to watch for bad business, and that which a man expects he frequently receives, or imagines he does, which commercially is the same thing.

The second man, who was not thinking of bad times, begins to stimulate bad times, because someone told him to, and the bad he has received he hands to the next, and down the line it goes, a breathing, speaking epidemic, destroying the sufferer, and carrying the disease to his neighbor.

There are reasons for business depression, and political uncertainty must contribute to that end.

The question of money, and the unknown complexion of a coming Congress, must bear its bad fruit in advance, but with all these existing excuses, and even valid reasons, the most of the hard times owe their origin, and their stimulation, to the collective influence of the many individual minds which talk about, and seem to revel in, the discomfort of which they are a part.

The advertiser begins to economize, and by some unknown method of unreasoning, he runs the knife of reduction into the vitals of his business.

He knows that he depends upon outsiders for his living, and that the advertisement is the connection between his goods and the buyers of them, and yet he deliberately

weakens that connection, or cuts it away altogether.

The cutting of advertising space or the absence of the advertisement is documentary evidence that the advertiser is not able to do a good business, and is forced by conditions or by his own fault to reduce expenses.

Artificial glitter is not business, but the appearance of business means business.

It is nobody's business how poor the advertiser's business may be, provided he attends to his business and pays his bills, and he is dishonest to himself if he publicly announces, as he must by the cutting of his advertising, that something is the matter with him.

In dull times, more than in good times, people have the opportunity to read, and they do read, and further than that the hard-time growler, between his growls, fixes, in his own mind, what he will do, and what he will buy, when conditions permit.

When a man can't have a thing, or thinks he can't, he wants what he doesn't get more than when he can have it, and he is in a receptive mood, when advertising can reach him and enter him.

Dull time advertising is profitable because it is a sign of prosperity, and everybody likes to buy of the man who is prosperous, for the prosperous man is generally better able to serve his customers.

Dull time advertising is valuable because it reaches the readers of advertising who have time to read, and who will be the buyers of the good times to come.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR...

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder, Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star, Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

Meat Cutters

Please Write for Prices

Enterprise

Nos. 5, 10, 12, 22, 32.

Hale's

Perry's

P.S. and W.

Sausage Stuffers
and Lard Presses

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. **TORONTO**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 25, 1896.

HARDWARE.

THE general situation continues much as it was a week ago. A fair volume of trade is noted in shelf goods, but it is worthy of remark that orders are chiefly for small quantities, while in heavy hardware demand is confined to the merest necessities. Both plain and barbed wire continue dull, and the same applies to wire and cut nails, which are only being taken as actually wanted. Horse nails and horse-shoes received a moderate demand, while screws, carriage bolts, iron and copper rivets are fairly active. Orders are on the increase for sleigh bells, and cutlery and sporting goods are two of the most active lines in hardware at the moment. Stove and kitchen furnishings of all kinds are also receiving the average attention for the season. Few changes in value are noted, except a reduction in tacks, which has been fully noted already. The Makers' Associations hold their quarterly meetings here, commencing Friday of this week, and some alterations may result from them. Payments might easily be better.

PLAIN WIRE—This line continues without animation, except in hay-baling wire, which is asked for in this province. Through an error the terms of delivery in Quebec have been given the same as in Ontario. This is not correct. All sales of wire in this province are f.o.b. Montreal. Jobbers in Quebec are allowed an extra

5 per cent. on hay-baling wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal.

BARBED WIRE—Dull and unchanged. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Only a few small orders are moving. Discounts are: 70 and 10 f.o.b. Montreal for Quebec province, and 70 and 5 in Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. Maritime Provinces and British Columbia, 70 and 10, Manitoba and Territories, 67½c.

CUT NAILS—Very little demand, buyers confining their orders to small quantities. We quote the basis \$2.75, f.o.b. Montreal, with 5c. rebate off the face of the invoice to regular traders.

HORSE NAILS—A fair trade doing. Stocks generally are said to be light. Discount, 50 per cent.

HORSESHOES—There is a moderate demand, but it is confined to actual wants. We quote: Iron \$3.50, and steel \$4.75 to \$5.75, as to brand.

TACKS—The anticipated changes in tacks have been declared by the makers, as editorially noted in last issue. The decline in some instances is equal to 16 per cent.

SCREWS—There is a fair demand for screws. Discounts: Flat head bright, 80, 10

and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Trade quiet and discount the same at 12½ per cent.

CARRIAGE BOLTS—There is a small but steady call for these. Discount, 60 per cent.

IRON RIVETS—A fair volume of orders is noted, but they are for moderate quantities. Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Fair jobbing enquiry at 50 per cent.

ROPE—Demand is moderate. Prices are steady. We quote: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ to 8¾c. for 7-16 and upwards.

SLEIGH BELLS—Orders for these continue on the increase.

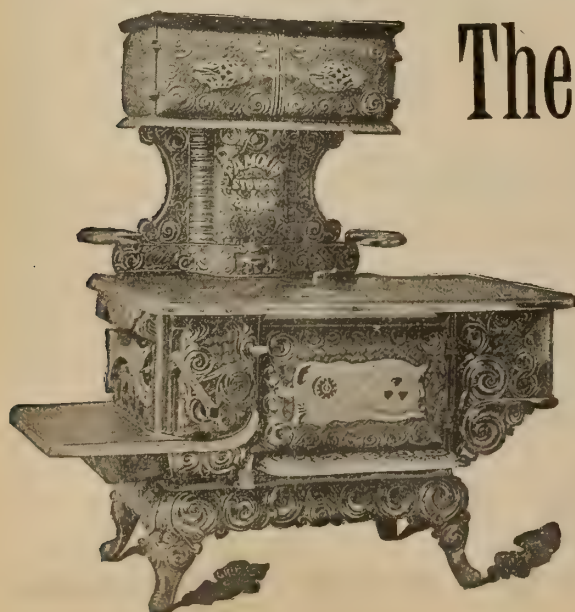
BELTING—Prices are unsettled on belting, though no quotable change can be reported.

CHAIN—An active demand for cow ties is the feature in this line.

CUTLERY—There is a good trade passing in cutlery, both table and pocket. Some difficulty is experienced in getting supplies forward, and stocks are deficient in some respects from this reason.

SPORTING GOODS—The demand is actively maintained for guns, rifles and ammunition.

APPLE PARERS—There is still a good enquiry for these, in fact wants in this respect seem to have expanded largely this season.



The Famous Active Range

THE handsomest and best working cooking apparatus ever made in Canada. Repeated tests demonstrated its economical working and ease of management.

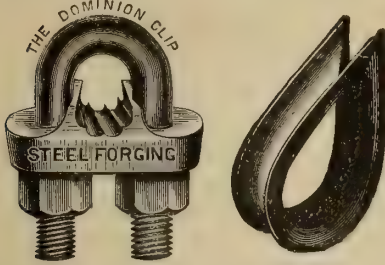
The cementing of top and bottom of oven, its thorough ventilation and the control of the heat by the thermometer in door makes its every use a certainty. No guessing or failure as to results. Its many original features make it an easy seller.



The McCLARY MFG. CO. Ltd.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

THE SILVER QUESTION

Can only be solved by adhering to one standard of value, and that must be the best—gold! The purchaser of horseshoe nails should, in like manner, not be diverted from the “C” brand, which has been for the past quarter of century the standard horse nail of Canada, because it is the best.

Insist on being supplied by your dealer with them only.

THE CANADA HORSE NAIL CO.

MONTREAL.

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by

THE

Consolidated Plate Glass Co.
of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

PLUMBERS' SUPPLIES—These received a fair degree of attention this week, but business is inactive on the whole.

CHURNS—A limited quantity of these is moving out. Discount, 70 per cent.

CLOTHES WRINGERS—There is a good demand for clothes wringers on the basis of \$26.50.

AXES—Quite a few axes are moving, ordinary at \$7, buck at \$5.75, and small steel, \$5.50.

TOOLS—A small trade in draining tools, such as shovels, picks, etc., is the only point of interest.

TINWARE—Activity in stove boards, coal hods and other stove furnishings continues.

IRONWARE—Kitchen supplies of all kinds experience a fully average demand for the season, and a fair quantity is changing hands in plain iron, enamelled and granite ware.

BUILDING PAPER—Our quotations might be shaded for round lots, but for the small quantities moving we quote: Plain building, 30 to 35c.; tarred lining, 40 to 45c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—There is a good demand for cement, but only in jobbing lots. We quote: English \$1.95 to \$2.05, and Belgian \$1.80 to \$1.90.

FIREBRICKS—Steady, under a fair enquiry, at \$16 to \$21 per 1,000.

METALS.

All heavy material remains stubbornly on the quiet side, while in many leading lines values are unsteady.

PIG IRON—This line is generally quiet. Canadian brands have sold at \$16.75 to \$17 for Nova Scotia and \$17.50 to \$18 for Hamilton, according to grade. Some small trading in Scotch has transpired at \$19 to \$19.50 for Summerlee.

BAR IRON—This continues quiet and easy, and though we repeat \$1.55 f.o.b. Montreal as the basis, this figure would be shaded in the case of a car lot.

HOOPS AND BANDS—There have been some lower offers of these, and we note business this week on the basis of \$2.20 to \$2.30.

SHEET STEEL—Orders are confined to small quantities. The basis is \$2.50 to \$2.75.

SHEET IRON—Very little business doing, and quotations are repeated at \$2.60 to \$2.70.

TINNED IRON—A fair jobbing enquiry is noted at \$5.75 up to 24 gauge.

GALVANIZED IRON—There is a fair demand and values are held firmer, no “Queen's Head” being available under \$4.35 to \$4.50, unless for a round lot.

LEAD PIPE—A good demand is noted for

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729

A Profitable Business
For Sale

Owing to the death of the proprietor, the long established and prosperous retail Hardware and Sporting Goods establishment of

J. D. HUNTON & CO., OTTAWA

is in the market.

Full particulars as to stock and terms may be had during the ensuing week upon application to

CHRISTIE, GREENE & GREENE,

Solicitors, 110 Wellington St., OTTAWA

Varnish . .

To look at it, appears to be a very simple article to make. Probably it's because it's apparently so simple an article to manufacture there are so many varnish makers. But anyone who uses it, or sells it, knows how difficult it is to get a varnish that does the work as it should be done.

As a matter of fact, it requires a great deal of skill to make varnish **right**. Indeed, there's a great knack about it, and a man might be a pains-taking varnish maker all his life, and unless he discovers this special faculty—the knack—he'll never be a success.

What **makes** Pratt & Lambert's varnish so popular, is that our varnish maker has the knack of making it right. We give him the best material that can be had—he does the rest.

Made in Canada by

The Cottingham Varnish Co.
LIMITED
Montreal.

lead pipe, and prices are steady at 7 to 7½c., with 30 per cent off.

PIG LEAD—In fair enquiry and steady at \$3.15 to \$3.25.

PIG TIN—There is no change in tin, which is quoted at 15½ to 16c.

INGOT COPPER—Business quiet and prices unchanged at 12 to 13c., though the inside has been shaded ½c. in the case of a round lot.

SHEET COPPER—Quiet at 16c.

IRON PIPE—Has an unsettled feeling, and prices may advance in case of a certain contingency. Discounts are from 65 to 70, and 10 per cent.

CANADA PLATES—Demand has continued good for these, and prices are more steadily held. In fact, the inside figure for jobbing lots is \$2.20 to \$2.25, though a round lot might be shaded.

TIN PLATES—Business in these continues of an indifferent kind. We quote: Coke \$2.75 and charcoal \$3.25 to \$3.75.

TERNE PLATES—Business continues fair, as noted last week. We quote \$5.75 to \$6.25.

SOLDER—A few small lots are moving at 11½ to 13c.

SHEET ZINC—Business is fair at a range of 5 to 5¼c.

SPELTER—Continues quiet at \$4.50 to \$4.75.

ANTIMONY—Dull and nominal at 10c.

GLASS.

The glass market continues very firm abroad, but spot values have not been affected as yet. Business is fairly active at the following: First break, \$1.30; second, \$1.35 to \$1.40, per 50 feet; and \$2.80 to \$3.00 for third break, per 100 feet.

PAINTS AND OILS.

Business has been less active during the past week, the unfavorable weather having its due effect. An advance of 1c. per gallon on turpentine is the only altered feature in prices. Linseed oil is still over plentiful. It is expected that prices will advance before the close of navigation. In white and red leads a good jobbing business is being done. Liquid paints are quiet.

WHITE LEAD—Fairly active and prices maintained. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—In jobbing demand. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Demand is light, orders at this season being only of a sorting character.

LINSEED OIL—Slow and in full supply, but without change, except for lots of ten barrels and over, which are sought after. For less quantities we repeat 47c. for raw and 50c. for boiled, Montreal terms.

TURPENTINE—Buyers in the south have been more active as the "dry" season wears. The effect has been an advance of 1c. for

the week. We quote: Single barrels, 39c.; five-barrel lots, 38c., Montreal terms.

NAVAL STORES—There is no change in these. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The chemical market is quiet and steady. We quote as follows: Bleaching powder, \$2; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to \$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

HIDES.

The hide market has taken an advance of 1c., prices now ranging from 4 to 6c.

PETROLEUM.

Business is commencing to pick up materially in petroleum, but quotations are practically unchanged from a week ago.

ASHES.

Continue quiet and steady. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Glass is cabled 10 per cent. higher from Belgium this week.

Owing to over-supply, round lots of linseed oil were shaded 1c. per gallon this week.

More active buying in the south has caused an advance of 1c. in the price of turpentine.

Wrought iron pipe in the United States is figured to be 20 per cent. cheaper than it is in Europe.

Receipts of cement this week were 2,850 bbls. English, 6,600 Belgian and 10,000 firebricks.

Canada plates are 5c. firmer on the inside figure in consequence of stronger advices and a better demand.

A round lot of 2,000 barrels English cement was placed on Ontario account this week on the basis of \$1.95.

The different makers' associations commence their regular quarterly meeting here on Friday. The first line to be considered will be wire nails, followed by cut nails on Saturday, and so on.

Sales of all kinds of ammunition are on the increase. Lewis Bros. & Co. state that "SS" powder clearly shows this. It is handled by all the leading sporting-goods dealers from the Atlantic to the Pacific.

ONTARIO MARKETS.

TORONTO, Sept. 25, 1896.

HARDWARE.

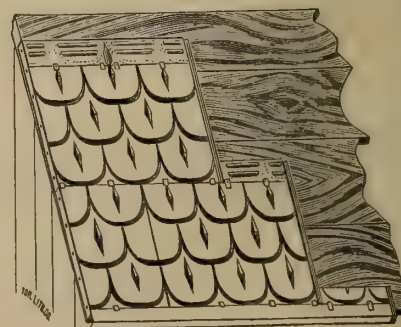
THE trade conditions are more satisfactory. Business is brisker, the tone is healthier and more confidence is in evidence. Advices from the United States indicate a better feeling there. Fence wire shows no improvement. Bright wire is experiencing an active request, and an improved demand is noted for brass and copper wire. Wire nails are moving a little better than they were, although the volume of business is still small. Business in horse nails is not as good as it was. Rope is a little more active than it was. Sporting goods trade continues active, although the demand for guns and ammunition is scarcely as brisk as it was. Apple parers are still in demand. Wringers are a little more wanted than they were. Trade is being fairly well maintained on tools. Orders for axes are coming in a little more freely than they were. A number of small orders are being received for building paper. Fall and tinware specialties are going out nicely. In shelf hardware generally trade is good.

ORDINARY FENCE WIRE—Orders are few and far between. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

PLAIN WIRE, ETC.—There is a good demand for bright wire, a number of large orders having been received from manufacturers. In the coppered spring wire there is not much doing except in the imported article. We quote: Tinnings', coppered iron and coppered spring, discount 20 per cent.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

f.o.b. Toronto, Montreal or Hamilton; no freight allowance.

BARB WIRE—While still dull, it is nevertheless in a little better demand than ordinary fence wire. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—Trade has shown a slight improvement, but the volume of business is not what the trade would wish it to be. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

CUT NAILS—Orders are pretty much on a par with wire nails. Base price, \$2.75 per keg, with a rebate of 5c. to the trade. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is not nearly as good as it has been, although quite a number of orders have been received during the past week. Discount, 50 per cent.

HORSESHOES—Trade is a little better than it was, principally for iron. We quote, f. o. b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—Demand is fair. Discounts are: Flat head, bright, 80, 10 and 5; round head, bright, 75, 10 and 5; flat head, brass, 77½, 10 and 5; and round head, brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Trade is a little more active, but quantities wanted are small. Discount, 10 to 12½ per cent.

CARRIAGE BOLTS—Business is steady and prices unchanged. Discount, 60 per cent.

RIVETS AND BURRS—Demand keeps fair. We quote: Stove bolts, -60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—A slight improvement has taken place in business, but the volume of trade is still far from what it should be at this time of the year. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—There are a good many case carvers going out. Outside this, business is of a sorting-up character.

SPORTING GOODS—There are not as many guns or as much ammunition going out as there were, but the sporting goods trade is, on the whole, still active. A spurt in the rifle trade is looked for in a week or so.

APPLE PARERS—While the trade has certainly fallen off, there are a good many parers still being called for. Prices range from \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—There is no particular feature to note.

CHURNS—There is virtually nothing doing. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

Corrugated Galvanized Iron

Any size Sheets up to
96 x 33 inches

**ROOFING
SIDING
CEILING AND
FENCING**

NOW IN STOCK
22, 24 and 26 Gauges

**QUALITY UNEQUALLED
PRICES RIGHT**

METALLIC ROOFING CO., LTD.,

See that you get the "OWL" Brand

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

CLOTHES WRINGERS—A slight reaction has taken place, trade this week being a little better than it was. We still quote \$26.50 as the ruling price.

TOOLS—There does not seem to be any falling off in the demand for reap hooks and corn hooks, orders still coming in for nice quantities. The demand for grain scoops has increased. A new list on some lines of harvest tools has been decided upon, but no definite list has been fixed for next season's supplies. The change is more particularly in scythes and hay knives.

AXES—Orders are beginning to come in a little more freely, and shipments are now being made of orders booked some time ago.

BUILDING PAPER—There are no large quantities moving, but a number of small orders have been received during the week. We quote: Plain building, 35c. per roll; tarred lining, 45c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

GRANITE WARE—Trade is not nearly as good as it was a week or two ago, although for preserving kettles the demand is brisk.

FALL SPECIALTIES—The demand is good, especially for rope halters, web halters, and cow ties.

TINWARE SPECIALTIES—Coal hods and stove boards are in active request.

FURNACES AND STOVES—The cool weather of the past week has greatly stimulated the demand for stoves and furnaces, everyone wanting his order filled promptly.

CEMENT—Trade is fair at \$2.20 to \$2.50.

METALS.

The pig iron market is stronger, but locally there is nothing doing. In metals generally there appears to be a fair trade doing for this time of the year. Our quotations are somewhat lower on sheet steel, black iron, ingot tin, ingot copper.

PIG IRON—We hear of some transactions in domestic iron at \$17 for No. 1 in carload lots, Toronto, but there is practically no demand. The demand is improving in the United States, and the southern furnaces have advanced prices 50c. per ton.

BAR IRON—Dull. Base price is still \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Our quotations are 5c. lower than a week ago, the ruling figure now being \$2.25. Trade is not quite as good as it has been.

SHEET STEEL—There has been quite a demand for this again and prices on the lighter gauges of "Dead Flat" have been reduced 25c. per 100 lbs. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—There has been quite an improvement in trade during the week. Prices are 5 to 10c. lower per 100 lbs. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

TINNED IRON—Very little doing in this line. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6⅞ to 7⅞c. per lb.

GALVANIZED IRON—Trade has been a great deal better both in the "Gordon Crown" and "Queen's Head" brands. Quite a number of case lots have changed hands during the week, and numerous orders have been booked for import. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¾c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less, and small lots are ¼c. higher.

LEAD PIPE AND TRAPS—There is still a good demand for both these lines. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet, with discount unchanged at 60 and 5 per cent.

PIG LEAD—Business is confined to small lots. The ruling price is 3¼c., but this figure would be shaded for quantities.

INGOT TIN—Prices are a little easier at 16c. for ordinary quantities. Trade remains fair.

INGOT COPPER—A few good sales have been reported, but in general trade is quiet. Prices have been reduced, the ruling figure now being 12c.

SHEATHING COPPER—Trade is quiet and prices steady. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade keeps active, and some good orders have been booked during the

week. Discounts on Canadian pipe from stock are as follows: $\frac{1}{4}$ -inch, 65 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ -inch, 67½ per cent.; $\frac{3}{4}$ -inch, 70 and 5 per cent.; $1\frac{1}{4}$ to $1\frac{1}{2}$ -inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: $1\frac{1}{2}$ inch, 6½c.; 2-inch, 7¾c.; $2\frac{1}{2}$ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Trade is steady. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$5.50; 35 gal., \$6.50; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade has improved and is now fairly active, with a further improvement anticipated next month, the season now being on. Prices are firmly held. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—The demand continues to improve. Quite a number of sales are reported in coke and stamping tin. In the ordinary charcoal tin trade is fair. We quote as follows: Charcoal, M. L. S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Enquiries for prices are now beginning to come in, but as yet business is small. Quotations on coil chain are: $\frac{1}{4}$ in., 4¾c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—There is scarcely anything doing. We quote: I C, \$6; I X, \$8.

ZINC SPELTER—Quite a number of orders have been received during the week, but they are all for small lots. Prices are a little easier, $4\frac{1}{2}$ c. now being the ruling figure for ordinary lots.

SHEET ZINC—Business is fair. We quote 5c. for cask lots and $5\frac{1}{4}$ c. for small lots.

ANTIMONY—Trade shows a little improvement, principally in Cookson's. The price for ordinary quantities is $9\frac{1}{2}$ c.

OLD MATERIAL.

Business is of a moderate character and prices are unchanged. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 27½ to 32½c.; No 1 wrought scrap, 40 to 45c. per cwt.; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 ¾c per lb (bottoms), heavy scrap copper, 7½ to 8c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6 to 6½c. scrap lead, 2c.; zinc, $1\frac{1}{2}$ to $1\frac{3}{4}$ c.; scrap rubber, $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

Business in window glass is a little more active than it was. There is a good brisk demand for plate glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.25 to \$1.30; ditto, second break,

\$1.40; 100-foot boxes, first break, \$2.40 to \$2.60.

PAINTS AND OILS.

Business is improving in the paint and oil trade, but it is still far from being satisfactory. White and red lead is still slow. Turpentine is in fairly good demand for this time of the year, with prices 1c. per gallon higher. Prices in the south have advanced $1\frac{1}{2}$ to 2c. per gallon within the last week. There is a fair trade doing in linseed oil. The price of flax seed is dearer in Chicago, and oil there has advanced 2c. per gallon. Varnishes are quiet. In liquid paints there is practically nothing doing.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 45c.; ditto, 5 to 9 barrels, 44c.; boiled, 1 to 4 barrels, 48c.; ditto, 5 to 9 barrels, 47c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote: 1 to 4 barrels, 40c.; 5 to 9 barrels, 39c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7¾c. per lb. and 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at $2\frac{1}{2}$ to 3c. in barrels and $4\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

SEEDS.

About the only variety of seed which is moving to any extent is alsike, for which prices all the way from \$3 to \$4 per bushel are being paid the growers, with \$4.25 being paid for an occasional lot of very fancy. Timothy, in sympathy with the low prices ruling in the west, is worth \$1.35 to \$1.50 per bushel.

HIDES, SKINS AND WOOL.

HIDES—Are firm, with cured quoted at $6\frac{1}{4}$ to $6\frac{1}{2}$ c. Dealers pay 6c. for No. 1, 5c. for No. 2, and 4c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins 55 to 60c.

WOOL—Receipts are limited and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled

supers are 20 to 20½c., and extras, 21 to 21½c.

PETROLEUM.

Trade is still fair. Pratt's astral is quoted slightly lower. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES

Turpentine is 1c. per gallon dearer.

Southern pig iron has advanced 50c. per ton.

Linseed oil has advanced 2c. per gallon in Chicago.

The manufacturers' associations are meeting in Montreal.

The cooler weather has given a stimulus to the stove and furnace trade.

A new list on harvest tools is to be issued. It applies principally to scythes and hay knives.

H. S. Howland, Sons & Co. report that they have a beautiful assortment of sleigh bells this season.

A shipment of "Perfection" and "Keen Cut" horse clippers is in store with H. S. Howland, Sons & Co.

W. S. Piper, retail hardware, of Fort William, wants a hardwareman with some knowledge of bookkeeping.

Sheet steel has declined 25c. per 100 lbs., and black iron 5 to 10c. per 100 lbs. Ingot tin, ingot copper and zinc spelter are all fractionally lower.

O. M. Hodgson, late of Hambly & Hodgson, Thamesville, has bought out Charles Kitchen, Bolton, Ont., and will conduct the business in the latter place.

The Canada Paint Co. report a lively demand for their coach varnishes and carriage colors, and their pulp color department, it is said, is exceedingly busy.

The B. Greening Wire Co. are placing on the market a special steel wire chain for fencing purposes. It makes a cheap and most attractive fence for parks, boulevards, cemetery lots, etc. Samples will be sent free to the hardware trade on application.

UNITED STATES MARKETS.

NEW YORK, Sept. 25, 1896.

PIG TIN.—There was no sign of any change in the character of business or in the policy of buyers or sellers. All told, a fair amount of tin moves into the channels of consumption, but consumers purchase in a strictly hand-to-mouth way, for the most part, and dealers, with very few exceptions, take nothing more than may be required for regular trade wants. Speculation remains lifeless and seemingly has no attractiveness even to the regular traders. Prices were slightly weaker at 13.05c. f.o.b. and

13c. in store for five-ton lots, prompt delivery. Contract futures are still offered at a discount.

COPPER—Neither export nor home trade buyers are extending their purchases of ingot and enquiries are few, with bids considerably below sellers' ideas where any considerable quantity of the metal may be involved. However, shipments in execution of old contracts prevent any really serious accumulation of stock, and sellers therefore maintain prices fairly well in the face of the light volume of new business. Fair quotations are 10¾c. for Lake Superior ingot, 10½ to 10¾c. for electrolytic, and 10½ to 10¾c. for casting stock.

PIG LEAD—A quiet market is again to be reported. The reduced production in the west, occasioned by the miners' strike, seems to have lost force as an incentive to free buying, and has no other effect upon values at present than to prevent a decline. Common domestic may be secured easily at 2.80c. for spot delivery or early shipment, and some speculative lots were available thereat for delivery two or three months hence. London cable was higher, quoting £11 6s. 3d. for soft Spanish.

SPELTER—No improvement was found in sales here, and the demand was small. Reports of new purchases for export account had circulation, but they lacked verification. Western reports were very tame, which fact may be somewhat suggestive in this connection, but London cables came higher. Western may be quoted at 3.60 to 3.70c. delivered here or at common point. The London cable was £16 12s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet and unchanged. Regulus quoted at 7¾c. for Cookson's. 6¾c. for Hallett's and 6½c. for Japanese, from store.

TIN PLATE—American plates are being offered more freely and sharp competition is causing irregularity in prices. Purchases can easily be made at our quotations, and rumor has it that desirable orders could be put through at a shade less. Foreign plates are without important change but very slow of sale.

IRON AND STEEL—Orders for pig iron were not as numerous as on Monday, but there is still a very fair amount of business, and prices remain quite steady. There is some negotiation on quite large sized lots of foundry iron for delivery during the last quarter of the year, but divergent views of buyers and sellers checks operations.

There is rather better demand for some lines of old material, notably iron rails, wrought scrap and the commonest, lowest priced stuff, but no important deals go through; prices are without change.

GLASS STILL GOING UP.

The strength in the window glass market continues, and cables this week from Belgium state that the aggregate rise in prices is equivalent to an advance of 10 per cent.

In the face of this appreciation and the possibility of higher prices it is felt that values in Canada will have to advance ere long.

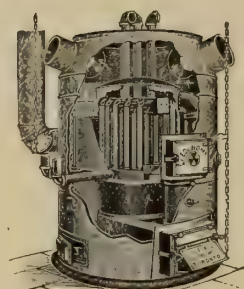
Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL



The Economy Combination Water and Air Heater.

The Dealer Who Sells our ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating
Engineers

189-193 Queen St. East TORONTO



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.

Montreal Branch, 301 St. Paul Street.

Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable

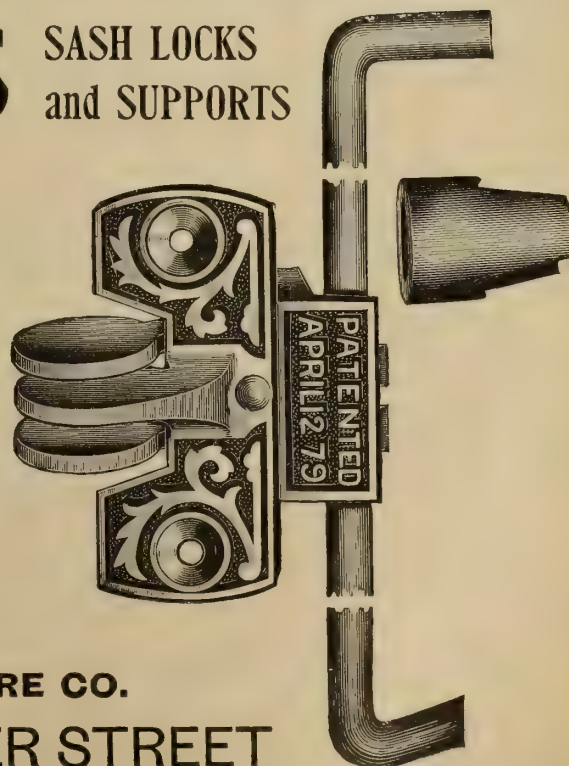


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



PLEASED WITH CANADIAN TRADE.

MR. SHERWIN, of the Sherwin-Williams Paint Co., spent a few days in Montreal this week. He expressed himself as very much pleased with Canada as a market for their goods. "The Canadians," he said, "are a sensible people; they know and can appreciate a good article."

The Sherwin-Williams Co. are probably the best and most extensive advertisers in the paint trade, and consequently Mr. Sherwin's opinion is of great practical value on that point. He says all kinds of advertising have their uses. Trade journals, newspapers, circulars and bill boards all have their own spheres and are of great value in pushing a business. The chief thing, however, is to have a first-class article, and then use brains in advertising it. He congratulated CANADIAN HARDWARE AND METAL on the attractive advertisements they turned out for his firm. He often had them reproduced in American trade papers. One not very long ago was so good that he ordered 5,000 copies of the paper for distribution to his customers in the States.

In regard to the situation across the line Mr. Sherwin said that the market was very sluggish. In Canada the tendency was in that direction, but nothing so marked as in the United States. The silver question continues to exert a paralyzing influence. His firm has received orders in which, though not expressly stated, it can be seen that the buyer would rather consider the order cancelled in case of Bryan's election.

Returning again to the Canadian market, Mr. Sherwin considers it a first-class market for the Sherwin-Williams paint, in spite of the fact that theirs is a high-priced paint. In other lines, such as dry goods, the higher grades in quality and price may not be handled to a very large extent, for they are somewhat in the nature of a luxury. That is, a cheaper grade will answer the purpose, though, of course, not have the same appearance. In the case of paint, however, it is different. Paint is a necessity, and the best quality is the cheapest and best bargain, although it may cost a little more. Canadian buyers recognize this and will continue to act upon it.

The Canadian elections, Mr. Sherwin says, had no appreciable effect on the trade in the United States. They anticipate no great change in the tariff.

LONDON'S FOREIGN BOND-HOLDERS.

The twenty-third annual report of the Council of the Corporation of Foreign Bondholders for the year of 1895 has been issued, and gives useful information regarding the

position of defaulting countries. The report contains the following list of the principal countries in default in 1895-96:

States.	Approximate principal outstanding.	Approximate interest arrears.
Argentine provincial loans.....	£20,200,912	£5,681,757
Argentine municipal loans.....	2,451,840	742,752
Argentine provincial cedulas.....	13,697,364	2,230,000
Colombia.....	1,913,500	1,522,428
Costa Rica.....	2,000,000	200,000
Former Confederate States.....	2,418,800	5,248,796
Ecuador.....	693,160	
Honduras.....	5,398,570	11,046,229
Liberia.....	100,000	154,000
Louisiana (certificates).....	184,432	
Mississippi.....	1,400,000	4,107,000
West Virginia.....	3,047,874	
Totals.....	£53,506,452	£30,932,962

THE SITUATION IN THE STATES.

IN reply to an enquiry from HARDWARE AND METAL the manager of one of the largest banks in New York has kindly written the following for us: "The financial situation has been very bad for some time. Deposits are very low. Banks are indisposed to lend or buy paper and there is a strong inclination on the part of moneyed men to hold on to their funds until they can see how the election will likely go. Owing to the recent drop in exchange, banks and bankers took occasion to strengthen their position by importing gold. Altogether some seventy millions were engaged and about three-fourths has been delivered. This, together with the growing belief that Bryan and his silver crew will get badly beaten in November next, has had the tendency of greatly relieving the situation. The movement of currency to the West and South to move the crops has made the New York banks poor and curtailed their loanable funds, so that the money market is still very tight, but I think things will grow better from now on.

"Of course, no real boom will start until after the election is settled. If Bryan is overwhelmed conditions will improve rapidly, but if only beaten we will have another four years of distrust. Reports from our correspondents in the South and West seem to indicate that the silver craze is abating except in the few silver-producing states and they don't count for anything. I am sorry the Republicans had not a better candidate than McKinley, but the Democrats have a good gold ticket in the field and I hope between the two that Bryan will be swamped."

THE TACK CHANGES.

The list of changes in tacks which we gave last week was incomplete. We now give the complete list of changes, together with a comparison of the old list:

	New list.	Old list.
Cheese box tacks.....	70	66½
Trunk tacks, black.....	70	60
" " tinned.....	75	66½
B B B, iron carpet tinned.....	70	60
" " bright or blued in kegs.....	35	30
" " tinned.....	40	30
" " cut tacks in bulk.....	55	30
" " in doz., 1 to 6 oz.....	50	45
" " " 8 to 24 oz.....	55	30
Carriage tacks.....	65	60
Upholsterers, American, blued, 1 to 6 oz.....	70	66½
" " " 8 to 24 oz.....	62½	60
Copper tacks.....	65	60
Copper nails.....	70	65
Trunk nails, blk. and tinned.....	70	65
Lining nails, solid heads.....	50	42½
Tufting buttons, 22 line.....	60	55

A GRIEVANCE TO MANUFACTURERS.

Editor HARDWARE AND METAL,—I have read your article "A Call to Business Men," in your issue of the 12th with great interest. The order-in-council of the late Government of Nov. 2, 1894, "re Drawbacks on Imported Goods used in Canadian Manufactured Articles, and Exported," while it was doubtless intended to benefit Canadian exporters, could hardly be of benefit to the Canadian manufacturers generally.

A manufacturer of any article to be exported is virtually compelled to purchase his raw material in a foreign country, say the United States, or else the maker in Canada of the raw material has to sell at the same price it can be bought in the United States., and there are very few lines made in this country which can compete upon these terms; particularly I think would this apply to iron or steel. The consequence would be that considerable trade would leave Canada for supply of raw material.

Would it not be of greater general benefit if any manufacturer of export goods was required to submit a sample of the article to the Government, and they take into consideration the amount of duty which would have to be paid upon the goods entering into its composition, if imported, and then decide upon a certain amount to be allowed as a bonus upon the article when exported, whether the raw material be imported or not, thus allowing the raw material to be purchased in our own market?

Could you not open up a discussion in your paper, or ask for articles to be written by interested parties in the export trade, especially referring to hardware? I think it would be very instructive to all readers of HARDWARE AND METAL, and you could perhaps benefit the country by mailing copies in which the articles appeared to the Minister of Trade and Commerce.

Yours, etc.,

HENRY F. MOULDEN.

Guelph, Sept. 15, '96.

The banks in Montreal have decided to demand gold for payment of all their collections in the United States.

The final payment of ten per cent to Commercial Bank depositors will be paid shortly, according to The Winnipeg Free Press. Ninety per cent has been paid.

Arrangements have been made whereby the furniture factory at Aylmer will be operated by the Ideal Manufacturing Co.

Chatham has voted a fund to bore for natural gas there.

Fred Chaplin, a well-known merchant of Woodstock, is dead.

Mr. E. B. Eddy and Mrs. Eddy, Hull, arrived in Montreal on Sunday, en route to Ottawa, on their return from a pleasant trip to England by the Sardinian.

TWO-PLY TWISTED FENCE STRAND

Galvanized Fence Staples Oiled and Annealed Fence Wire

Manufactured by

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

THE SPECULATION IN PIG IRON.

THE advent of the speculative element is welcomed as a diversion. When business in any line has been stagnant so long that producers and merchants wonder whether there will ever be any improvement it is something of a relief to find anybody willing to assume part of the load of carrying stocks until times change. The entrance of the speculator into the pig iron market at this time, however, seems to be significant. It means more than the mere sale in unexpected quarters of a hundred thousand or more tons of pig iron. It means that men of capital are at length willing to take some chances on the future, that they consider pig iron at the price for which they have been able to purchase it as touching bottom. They look upon it as more likely to advance than to decline or they would not buy it. As a speculative commodity it is safer than wheat or cotton, because it cannot be burned or otherwise destroyed or injured if it should be held for years. Comparatively few, however, are inclined to speculate in pig iron as compared

with those who make temporary investments in other commodities. Perhaps it is better for the trade as a whole that there should be so few.

The appearance of speculators is usually regarded as presaging a turn in the market. They withdraw a considerable part of the stocks which are being pressed for sale, and of course take those which are being offered at lowest prices by makers most anxious to sell. Their operations becoming quickly known to consumers having ready money the latter are impressed with the conviction that they had better buy when prices are so low as to attract speculation, and thus more iron is withdrawn from the market. The position of producers can in this way be materially strengthened within a very short time. The necessity to realize having passed the most persistent sellers may suddenly become the strongest supporters of higher values. If, in the meantime, production has fallen to the limits of current consumption, and the speculative purchases have removed the pressure of heavy stocks, prices can be sustained upon a slightly higher level, which

can easily be maintained until general trade revives sufficiently to absorb a larger output. If, on the other hand, the withdrawals from the market still leave large stocks pressing and the consumption is under the production, the relief would be only partial and another slump in values would be inevitable within a brief period.—Iron Age.

GAS MOTOR STREET CARS IN ENGLAND.

Gas as a means of tramway traction was recently used for the first time in England when a new line from Southshore to St. Anne's-on-Sea and Lytham was opened at Blackpool. The company, who obtain their gas from the corporation, estimate that the cost of running the car will not exceed one shilling for every 15 miles traversed. The cars are self-contained, and are of the ordinary type of car in general use in this country. All the machinery is inclosed and concealed from sight, and what is of great importance, there is no nuisance arising from heat or smell. The motor is a double-cylinder gas engine of the "Otto" type, and is so arranged that all parts can be easily reached for the purpose of oiling, cleaning, and repairing.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

LUMBER FOR SOUTH AFRICA.

It seems to us that our lumber producers do not appear to realize the extent of the foreign market that there is for them to take advantage of. We have repeatedly pointed out the great opportunity that Central America presents in a variety of lines of trade, and to a limited degree we have striven to introduce our lumber into Australia and South Africa. It is worthy of note that in Cape Colony the total imports of unmanufactured and planed and grooved wood during the year 1895 amounted to \$1,475,369.64, of which pine is represented by the sum of \$721,258.02, staves by 8,322 and hard woods grown in Canada by the sum of \$28,625.40. The consumption of hard woods in that colony for this and succeeding years will largely increase, as the furniture and other industries requiring them are fast developing. The total exports of lumber of all kinds from Canada to British South Africa during the fiscal year 1894-95 amounted to the sum of \$29,263.90 that there appears to be room for extension of trade in this connection.

Good stock is essential. It is to be observed that at the last meeting of the council of the Board of Trade a communication was read from Mr. Ernest Braly, a merchant of Sydney, N.S.W., asking if it were possible to get lumber such as is sent to Australia from Puget Sound. There can be no doubt in regard to this, the only difference being that the British Columbia lumber is in some respects better than that from Puget Sound.—B.C. Commercial Journal.

SPANISH MINERAL STATISTICS.

With commendable promptitude, the Spanish Government published on July 16 the mineral statistics for 1895. The production of coal amounted to 1,739,075 tons. There were 634 collieries in operation, employing 15,530 miners, and 127 steam engines aggregating 3,650 horse-power. There were also fifty-six lignite mines producing 44,708 tons, and employing 657 miners, and one anthracite mine at which seven miners produced 10 tons. Of iron ore, no less than 5,514,339 tons was produced, 13,281 miners being employed in its extraction, and of manganese ore 10,162 tons were obtained. The metallurgical products were as follows:

	Tons.
Pig iron	179,752
Wrought iron	48,462
Steel	56,801
Coke	349,058
Patent fuel	342,985

There were sixteen iron and steel works, employing 8,517 workmen, twenty-eight hydraulic engines aggregating 1,285 horse power, and 304 steam engines aggregating 23,340 horse-power.

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.

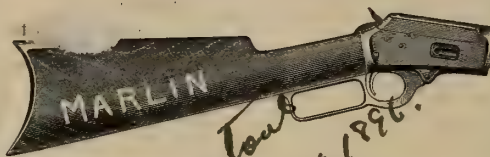
Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

A Partner Wanted in a Good Paying Business

in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. For information address

The Canadian Hardware and Metal Merchant

Marlin Repeater Take-Down

THE MARLIN FIRE ARMS CO.

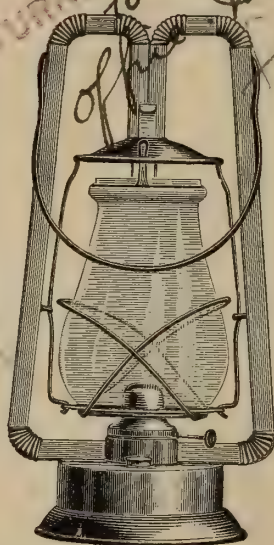
NEW HAVEN, CONN., U.S.A.

Can be furnished with any length of barrel up to 32 inches. Round, octagon or half octagon, full or half magazine, straight or pistol grip, plain or selected wood. The barrel is screwed into the receiver by several complete turns, as in our regular rifle. There can be no looseness from wear. No danger, for the rifle is as solid as our regular rifle, even before cam is applied. Write for catalogues to

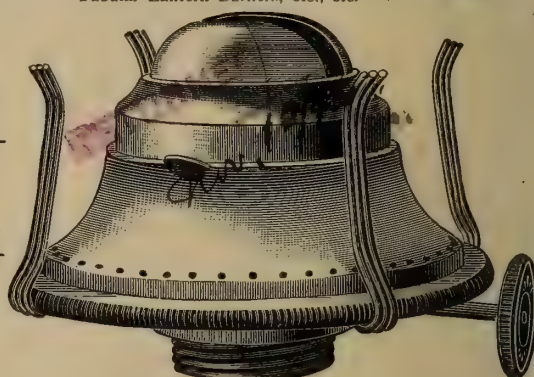
The Ontario Lantern Co., - Hamilton, Ont.

Manufacturers of the celebrated

Royal Lift Safety Tubular Lanterns. Royal Crank Safety Tubular Lanterns. Royal Dash Reflector Lanterns. BANNER LAMP BURNERS Tubular Lantern Burners, etc., etc.



Catalogues and Price Lists on Application.



WALTER GROSE, Sole Selling Agent, MONTREAL

JUST A LITTLE BETTER THAN THE BEST.**McCREADY Bicycles****A MOST MODERN WHEEL.**

Every advanced idea and right-up-to-the-hour improvement is introduced in the make-up of this favorite mount. 1897 models will be winners, and WE WANT AGENTS in all unrepresented districts. Will make the most liberal terms to men of the right sort. We mean to put McCready Wheels head and shoulders above all competitors—just the best that money and skill can make them. Write for territory, and write quick.

The R. A. McCREADY CO. Ltd., Toronto.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

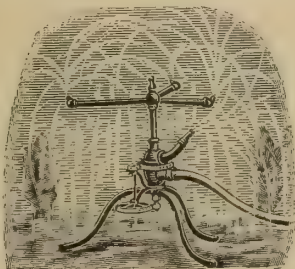
And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

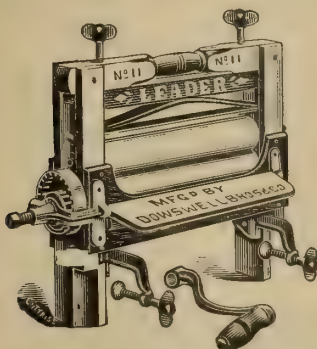
Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

THE BICYCLE TRADE IN ENGLAND.

IN an exhaustive review of the cycle trade in England The London Times says: "If a complete census of the branches of the cycle trade could be obtained, some interesting figures might be recorded. Owing, however, to the great subdivision of labor and the variety of the industries represented by a complete bicycle and its accessories, it has not been found possible to collect minute particulars. The returns of the various railway companies and of the tire manufacturing companies—the tire trade being practically in the hands of a dozen concerns, afford an excellent basis for this. From these returns, and from other trustworthy sources, the output for the British trade at the present rate of production may be stated at about 750,000 cycles per annum, which may roughly be valued at between £11,000,000 and £12,000,000. The exports of cycles last year were of the value of £1,393,810, against £1,200,913 in the previous year; and the increase has been of larger volume this year. For the first three months the exports were valued at £444,509, against £329,096 in the first quarter of 1895, and £329,535 in the same period of 1894; while for the month of March last the figures were £178,377, against £144,397 in 1895 and £142,184 in 1894. Since then the increase must have been even still greater. Thus in the export trade, as well as in the home trade, there has been a remarkable advance.

"As to the state of the industry financially, that again is a difficult matter to estimate. Up to the end of 1895, according to The Cyclist Year Book, the returns of the limited companies represented a capital nearly approaching £6,000,000. Since then there have been a number of large developments. Reference to the list of new companies, which was recently published in The Times, shows that during the first half-year no fewer than 29 limited companies either for the making of cycles or for the manufacture of accessories were formed. The total capital issued by these companies reaches the sum of £10,327,000. Two or three concerns—one with a capital of £600,000—do not appear in the list; but it may be taken that the amount of capital represented by the new limited cycle companies exceeds £11,000,000, which, with the above-named sum of £6,000,000, makes a grand total of over £17,000,000. As already stated, to this large sum must be added the large investment of capital in the numerous private concerns in different parts of the country."

The duty collected during August at Vancouver was \$34,216.48; an increase over August, 1895, of \$7,576.12. The value of August exports was \$94,487; of imports, \$93,396.



ALEXANDER WORKS

White enamelled inside, red japanned outside and finely decorated.

MEAT CUTTERS. New stock just coming in.

FROTHINGHAM & WORKMAN,
Montreal.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Bar Iron and Steel.

Axe and Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THERE is a good deal of repairing and overhauling being done, but there is not nearly as much work going on as master plumbers and steam-fitters would like to see.

The contract for the plumbing and heating required for the new sanitarium at Gravenhurst has been awarded to the Bennett & Wright Co. Ltd., of Toronto. This firm has also secured the contract for the overhauling that is to be done at the Toronto General Hospital. Worthington, Garratt & Armstrong have the contract for supplying the steam-heating plant for G. A. Case's three stores on Yonge street.

PLUMBING FOR TORONTO'S NEW CITY BUILDINGS.

At the last meeting of the Toronto City Council, Ald. Hubbard took exception to the recommendation to advertise for tenders for the plumbing of the new city buildings in the American trade papers, and moved that it be struck out.

The Mayor said that he was as much in favor as anyone of giving the tender to Toronto firms, but they had decided to advertise in American journals in order to prevent a combine.

Ald. Boustead said that it was a bad doctrine promulgated by the Mayor, to advertise for American tenders, without the slightest idea of accepting them.

The Mayor—"No! no!"

Ald. Boustead—"Would you accept an American tender \$2,000 lower than that of a Toronto firm?"

Ald. R. H. Graham—"Yes! We did it in the case of coal."

Ald. Boustead—"This is a different thing. A good deal of labor will be employed in this work."

Ald. Burns believed that it would be dishonorable to put American contractors to the expense of coming here unless they were to be given an equal chance to get the contract. If there should be a combine of Toronto firms the Council was at liberty to refuse the tenders.

Ald. Sheppard opposed advertising in American papers. Canada was large enough, he said, to get men to do the work.

Ald. R. H. Graham approved accepting the lowest tender, no matter where it came from, and proposed that they have an agreement binding the contractors to employ only Toronto workingmen.

Ald. Saunders said that this was out of the question, and there was no doubt but

that American labor would be brought in if an American firm got the contract.

The clause went through without amendment.

DUST IN AND OUT OF THE SHOP.

The part that dust plays in nature is not entirely understood. Dirt has been defined as "matter out of place," and to the house-keeper and storekeeper as well dust is one of the most striking illustrations of matter out of place. For example, examine a carelessly kept plumbing shop. Yet to dust we owe some of the handsomest effects in the natural world. I have recently been much interested in some articles appearing in the German technical papers on this subject. A free translation of what was contained in one of them will without doubt interest the reader:

Without dust there would be no blue firmament; the heaven would be blacker than we see it on moonless nights. On this black background the glowing sun would shine out sharply, and the same sharp contrast of intense light and deep shadow would characterize the surface of the earth. There would be nothing to subdue this sharp contrast but the moon and stars, which would remain visible by day. The illumination of the earth would be similar to that which we observe when looking at the moon through a telescope; for the moon has no atmospheric envelope, and consequently no dust in suspension. It is due entirely to the dust that we enjoy our soft, uniformly diffused daylight, for which our eyes are specially adapted; and it is the dust which contributes so much to the beauty of the landscape. But, while the foregoing explains how the dust makes the whole vault of heaven light, it does not explain why it is chiefly the blue rays of the white sunlight that are reflected, and only to a small extent the green, yellow, and red rays. This is dependent on the size of the dust particles. It is only the finest of them that are borne by the air-currents into every stratum of air, and it is only these fine, widely diffused dust-particles that are of any significance in this connection.

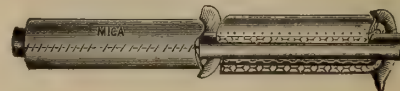
Now let us consider the mechanism of light, and the extreme shortness of the ether-waves which constitute its essence. These waves, although all microscopically small, vary considerably in length. The fine atmospheric dust includes many particles large enough to reflect the short blue ether-waves, fewer particles capable of reflecting green and yellow, and still fewer large enough to influence the long red ether-waves. The red light, consequently, passes through the great majority of the

dust-particles comparatively unhindered; the blue rays, on the contrary, are intercepted and diffused, and so become visible. This is the reason that the finest dust—and so, too, the firmament—appears blue.

So, then, the finest dust appears blue. You may observe that the wreath that curls upward from the burning end of a cigar is blue, while the smoke drawn through and exhaled is whitish. The particles, in the latter case, have united and become large enough to reflect a white light. So, too, in the country, on a clear day, the sky is blue; but in the city it appears whitish, because of the greater number of coarse dust-particles in the air. It is especially on mountain heights that the sky is so intensely blue; because the rarified atmosphere supports only the finest dust-particles. At great height the sky would be almost black if there were no dust-particles in suspension. We see it grow pale as we turn our eyes to the lower strata of air towards the horizon. But why is the sky in Italy and in the tropics so much deeper blue than with us? Is the dust finer there? As a fact, it really is. Not that finer dust rises there; but in our climate the dust-particles are soon saturated with water vapor which makes them coarser. In warmer regions, however, the vapor retains its watery character, and does not condense on the floating dust. It is not until the aerial currents have borne it to higher and colder regions that it is condensed to clouds.

This brings us to the most important role played by dust in our atmosphere—its influence in determining rainfall, due to the fact that vapor fluidifies upon the dust-particles. It may be accepted as beyond question that, of all the water evaporated by the sun from the surface of land and sea, not one drop returns which has not condensed upon a particle of dust as a nucleus. This is easily demonstrated. We fill a large flask with air which has been filtered through cotton waddings until all the original dust is driven out and the flask is full of dustless air. Into this dustless air turn a current of steam from a kettle, and you will find it transparent, and therefore invisible. Not a trace of the cloudy appearance we associate with steam. The only thing noticeable is that the inner walls of the flask begin to

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

PLUMBERS' SUPPLIES

"Ontario" Vitrous Syphon Closet

(REGISTERED)

Is non-absorbent, Gas and Acid proof. The Seal is perfect. This is the latest and best Syphon Closet on the market, and will be sold at a moderate price. It is guaranteed suitable for the highest class work.

Ontario Lead & Barb Wire Co., Ltd.

Factory—55, 57 and 59 Richmond St. East.
Plumbers' Supply Department—54 and 56 Lombard St. (near Church).

TORONTO

drip; the vapor condenses here as it cools, because there is nothing else for it to condense on; but blow ordinary dust-laden air into the flask, and the vapor at once assuming the familiar cloudy appearance due to its condensation on the dust-particles, and it begins to run in the flask. The reason for this is that the vapor condenses on the dust-particles and weights them until they sink as raindrops.

Without dust, then, we would have no fog, no clouds, no rain, no snow, no brilliant-hued sunsets, no cerulean sky. The surface of the earth itself, the trees, the houses, along with man and beast, would be the only objects on which the vapor could condense, and these would begin to drip whenever the air was cooled sufficiently. In winter everything would be covered with a crust of ice. Our clothes would become saturated with water condensing upon them. Umbrellas would be of no avail. The vapor-laden atmosphere, moreover, would penetrate to our rooms and condense upon the walls and furniture. In short, the world we live in would be quite another world if there were no dust. Since scientists began to realize the important part played by dust in the economy of nature, measures have been taken to count the particles in a given space. In London and in Paris, at the surface, a cubic centimeter has been found to contain

nearly a quarter of a million particles; on the top of the Eiffel Tower there are about half as many; while in the high Alps there are only about 200 particles to the centimeter. A great deal of the dust at high altitudes is cosmic dust, consisting, like the meteorites, of carbon and iron.

Let us all, then, respect dust, because it is so useful. Whenever we see a man "raising dust" let us remember that he is helping a prospective rainfall, or at least assisting in coloring the sky. Let us clean out the dust from our shops where it is not wanted, and get it into the open, where it may do good.—Philemon, in Sanitary Plumber.

SANITARY REQUIREMENTS IN W.C.'S.

The essential features of a good water-closet are: That it shall be self-cleansing, with a flush of not more than three gallons; that it shall be fitted with an efficient, well-ventilated trap, the outlet of which shall be in such a position that a good sound joint can be made between it and the soil-pipe; the material of which it is made shall be non-corrosive; no mechanical arrangements should be required, with the exception of the cistern appliances; a good surface of water shall be exposed in the basin, into which the feces will fall, and not become offensive to the person using the closet; and the exterior should be finished in such a manner that enclosures will be unnecessary, and no part of the arrangement shall afford

a lodgment for filth which cannot be easily removed.—From Building World for September.

PLUMBING AND HEATING NOTES.

The firm of Kelly Bros., of Winnipeg, has been awarded the contract for building the new court house at Prince Albert.

Mr. John Connors has taken out a permit to erect two two-storey brick stores on the east side of Richmond street, between York and Bathurst, London.

The Chatham Public School Board have decided to heat the school with a furnace. A committee has been appointed to enquire as to the plumbing required.

Contracts for erecting a building for E. A. Smith, Talbot street east, St. Thomas, have been let as follows: J. Horton, mason work; H. Lindop, carpentering; George Scrase, plastering; W. R. Bevitt, painting; J. Riddell, slate roofing; Stacey Hardware Co., plumbing and gas-fitting, and J. Acheson, metal work. There will be eight stores and three stalls in the building, which will be one storey high and cost over \$3,000.

George C. Robb has reported to the Toronto civic authorities with reference to the heating apparatus at the jail. A boiler with a new main pipe, a brick setting and a shed will cost \$1,800; alterations and repairs to pipes and valves will cost \$300 more. A new system, he says, would be more effective and economical in the long run, although more costly at the beginning. He recommends that the work be begun before the winter sets in.

COOPERS' TOOLS

we have a complete line of them. You won't find a better range in Canada, and our prices are as low as anyone else's—perhaps a little lower. Drop us a line for quotations.

Hamilton Hardware Co., Ltd., Hamilton, Ont.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

FISHER & CO., general merchants, Bolton, have called a meeting of their creditors for the 30th inst.

A. J. Bernard, tinsmith, Tignish, P.E.I., has assigned:

Victor Warren, general merchant, Pointe a Pic, has assigned.

Louis Lavertu & Co., general merchants, Lyster, Que., have compromised.

N. Laporte & Fils, ranges and hardware, Montreal, met their creditors on Wednesday.

W. Thorburn, hardware, stoves, etc., Gore Bay, is offering to compromise at 75c. on the dollar.

A. Robinson, general store, Stratford, who recently assigned with liabilities at about \$20,000, has effected an arrangement with his creditors at 50 cents on the dollar. He will continue business.

Mrs. William Howard Nolan, doing business alone under the name of the Canada Machinery Agency, Montreal, has consented to assign on demand of the Robb Engineering Co., Ltd. Mr. R. S. Deacon has been appointed provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Martin & Co., saddlers, Halifax, have dissolved; Neil Fox continues.

Cowan & Edwards, implements, Indian Head, N.W.T., have dissolved.

Hayward & Starr, general merchants, Fort Qu'Appelle, have dissolved.

The V. and B. Sporting Goods Co., of Quebec, have been dissolved and a new company incorporated.

Ness, McLaren & Bate, electrical supplies, Montreal, have dissolved; Norman W. McLaren continues under old style.

Henry P. Wall and R. J. Wall have registered a partnership in Montreal to carry on business as dealers in paints and oils under the style of Wall Bros.

CHANGES.

D. McLeod, general merchant, Milan, Que., has sold out store.

H. Greenfield is starting a paint business in Upper Melbourne, Que.

T. Perron, blacksmith, Robertson Station, Que., is adding general stock.

A. Surarus, furniture and undertaker, New Hamburg, is removing to Berlin.

Neil Macdonald, general merchant, Swift Current, has sold out to W. Melborne.

The Lake Erie Oil and Gas Co. of Elgin, Ltd., Dutton, Ont., has been incorporated.

G. H. Kerr, general merchant, Lake Megantic, Que., has opened a branch in Milan.

James E. Lockhart, blacksmith, Holyrood, Ont., has been succeeded by W. I. Irwin.

J. W. Chidley, furniture and undertaker, Clinton, has sold out the undertaking business to H. C. Bartlett

The name of the Essex Brass and Iron Co., of London, has been changed to the London Brass Works Co., Ltd.

C. A. Hogarth, general merchant, Minnedosa, Man., has admitted O. Martin as partner, under the style of Hogarth & Martin.

SALES MADE AND PENDING.

The plant, etc., of Alex. Watson, foundry, Woodstock, is advertised for sale.

The property, etc., of Fisher & Pulford, Walkerton, is advertised for sale by tender.

FIRES.

These have been burned out in Berwick, N.S.: J. N. Barteau, blacksmith; loss \$200; no insurance. Berwick Foundry Co.; loss \$6,000; insurance on building \$1,200. Peter Middlemas, carriage builder; loss \$200; no insurance.

A SUGGESTION.

How to exhibit delicate goods without spoiling them by exposure is one of the difficult problems which ironmongers have to solve. Silk shades, now so fashionable for floor-lamps, "Surprise" pendants, and so forth, are a familiar instance. Without the shades the articles are unattractive, but to expose materials like silk and lace in a show-room generally deteriorates the goods. The difficulty may be partly overcome by covering the silk with a loosely-fitting yet neat protector of tissue-paper. Thus, the general effect of the complete design is manifest, while the dainty fabric is preserved. The

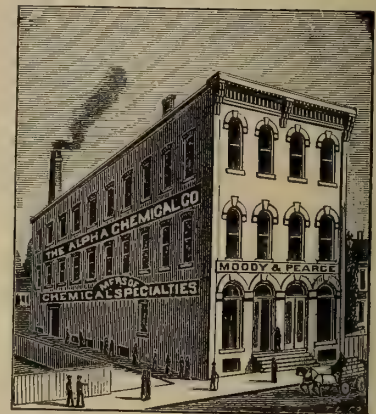
cost is not worth considering. If issued from the manufactory with the shades they would probably be more presentable than if improvised by unskilful hands at the retailers'.—Ironmonger.

PARTNER WANTED.

OWING TO INCREASED DEMAND FOR MY goods I am obliged to call for a partner in a young but solid and progressive Mill Supply Business. I have exclusive control of several money making lines. Capital wanted \$5,000; stock on hand about \$5,000. Address T. Forrester, 298 St. James St., Montreal. Don't reply unless you mean business. (40)

Consignments Stored in Bond

And shipped, when sold, to proper addresses
Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL**ALPHA CHEMICAL CO.**

BERLIN, Ont.

STOVE POLISHES—all kinds,
HARNES OILS AND SOAPS,
CEMENTS, LIQUID GLUE,
PINE TAR, NEATSFOOT OIL, ETC.

Write for Price List.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK****"GOOD CHEER"**

With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.

Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application.

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

WILLIAM HILL

327 St. James Street, MONTREAL

Has just received ex steamer Montevideo, from London, a shipment of B. & A. Bros. & Co.'s

Genuine B.B. White Lead
IN ALL SIZE PACKAGES.

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—
Owen Sound Portland Cement Co.
Or—
Shallow Lake, Ont.,
John Lucas, 377 Spadina Ave., Toronto

DR. LEAVITT'S
New Champion
Dehorning Clippers



There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

.. ISLAND CITY ..

Paint and
Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.



SELLING GOODS ON PARTIAL
PAYMENTS.

THE following suggestions from an experienced and successful hardware merchant appeared in a recent issue of Iron Age:

We hear a great deal about the virtues of selling goods on a strictly cash basis, and are inclined to overlook the many good points in favor of selling goods on credit to the proper parties.

Especially in connection with the selling of stoves and household goods a merchant can increase his business on reasonably safe lines by selling on payments.

Care can be exercised as to the standing of parties sold, and a note with mortgage drawn up with each sale, so that security is obtained and losses are small. Mark stoves in plain figures at a cash price and add 5 per cent. extra for time sales where the agreement calls for complete payment inside of four or six months.

The extra 5 per cent. will pay for one's trouble, and often these time sales will be found even more satisfactory than many sales made to so-called "best trade" at cash prices, where no time of payment is distinctly understood, and the account remains unpaid 60 to 90 days and sometimes longer.

Mechanics and laborers, as a rule, spend pretty much as they go, and they find it difficult to pay \$25 to \$50 all at once. They are willing to pay from \$10 to \$20 cash on such a purchase and pay the balance in weekly, semi-monthly or monthly payments, \$5 to \$10 at a time.

It requires a little extra capital to sell goods in this manner, and some special attention must be given by your bookkeeper or collector in looking after payments when due. However, it pays, and will save to the hardwareman many a sale which would otherwise go to the furniture or instalment house giving special attention to such business. It is one of the modern ways of doing business, and the writer of this knows from personal experience that the hardwareman with his good assortment of stoves, and his facilities for keeping and looking after accounts, will find it to his advantage to sell goods on payments and advertise the fact. Let people know that they can buy their stoves at the hardware store on the same or better terms than at the instalment house, and at the same time get better goods. Only good stoves should be sold in this manner, as your payments come more regular where the stove is satisfactory. Try it this fall.

Capitalists in Chicago are joining with local capitalists in the erection in Chatham of a monster cold storage warehouse.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

"C.I.F." THREE RIVERS

BRAND
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

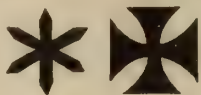
TAPS AND DIES

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Anyone wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,

HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Sept. 25, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley	\$5 00
I.C., usual sizes	6 25
I.X., "	6 25
I.X.X., "	7 50
J. R. & Co.—	
I.C.	5 00
I.X.	6 25
I.X.X.	7 50
Raven & P. D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.X.X.X., "	6 75 7 00
D.C., 12"x17	3 50 3 75
D.X., "	4 50 4 75
D.X.X., "	5 75 6 10

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
" 14x60, " } 0 06 0 06 1/2
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06 1/2
28 " 0 07 1/4 0 07 1/2

Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

	Base Price.
Common Bar, per 100 lbs	1 70
Refined "	2 35
Horse Shoe "	2 60
Band "	2 25
Hoop "	2 25
Swedish "	4 00
Sleigh Shoe Steel "	2 50
Tire Steel "	3 00
Machinery "	2 75
Cast Steel, per lb	0 10 1/4
Russian Sheet, per lb	0 10 1/2
Tank Plates, 1-5 and thicker	2 00
Boiler Rivets	4 50 5 00

Boiler Tubes.

1 1/2-inch 0 06 1/2
2 " 0 07 1/2
2 1/2 " 0 09 1/4
3 " 0 11

Steel Boiler Plate.

1/2 inch 2 45
1/2 " 2 35

3/4 inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 25 2 30
Half polished 2 25 2 35
All bright 2 50 3 25

Iron Pipe.

Wrought, 1 in., 60 and 2 1/2 p.c.: 3/8 to 1/2, 57 1/2 and 2 1/2 p.c.: 3/4, 70 and 7 1/2 p.c.: 1, 70 and 10 p.c.: 1 1/4 to 1 1/2, 70, 10 and 5 p.c., 2 in., 70, 10 and 10 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in case lots: Per 100 lbs.

16 gauge 4 1/2
18 to 20 gauge 3 3/4
22 to 24 " 3 1/4
26 " 4 1/2
28 " 4 3/4

NOTE.—Cheaper grades about 1/4 cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" 1/2 " " 4 75
" 5-16 " " 4 00
" 3/8 " " 3 75
" 7-16 " " 3 35
" 1/2 " " 3 25
" 9-16 " " 2 95
" 5/8 " " 2 85
" 3/4 " " 2 75
Trace, per doz. pairs 6 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 12

Lake Superior 0 10 3/4 0 11

Bolt or Bar.

Cut lengths, round, 1/2 to 3/4 in. 0 20 0 22

round and square, 1 to 2 inches 0 18 0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14 1/2 0 15

Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16 1/2

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17

35 to 45 " 0 15 0 15 1/2

50 lb. and above, " 0 14 1/2 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21

Spun, per lb. 0 25

Wire.

Pure, in coils—

From 1 to 20 gauge 0 23 0 26

From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge 0 20 0 22

" 27 to 30 " 0 21 0 23

" 30 and up 0 23 0 26

Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04 1/2 0 04 3/4

Domestic " 0 03 3/4 0 04

Zinc Sheet.

5 cwt. casks 0 04 3/4

Part casks 0 05

Lead.

Imported Pig, per lb 0 03 3/8 0 03 1/2

Domestic, per lb 0 03

Bar, 1 lb. 0 04 1/2

Sheets, 2 1/2 lbs. sq. ft., by roll. 0 04 1/2 0 04 3/4

Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04 1/2

NOTE.—Cut sheets 1/2 cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7 1/2 cents.

Soldier.

Bar half-and-half Per lb. Pe

Domestic 0 12 1/2 0 13

Wire 0 11 1/2 0 12

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09

Other makes, per lb. 0 08

Anti-Friction Metal.

"Beaver" brand Per lb. \$0 20

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons Per cwt \$4 75 5 00

No. 1 do 4 50

No. 2 do 4 25

No. 3 do 4 00

Brandram Bros' Genuine 6 00

" Decorative 5 75

" No. 1 5 10

(f.o.b. Halifax, St. John, Montreal, Toronto)

James' genuine 5 75

No. 5 25

Prepared Paints.

(In 1/4, 1/2 and 1 gallon tins.)

Pure, per gallon 1 00

Second qualities, per gallon. 0 90

Barn (in bbls.) 0 70 0 90

Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb 0 05

Chrome Yellow 0 11

Golden Ochre 0 06

French 0 05

Marine Black 0 09

" Green 0 09

Chrome 0 08

French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40

Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75

per cwt 1 10 1 15

Venetian Red (best), per cwt. 1 80 1 90

English Oxides, per cwt. 3 00 3 25

American Oxides, per cwt. 1 75 1 90

Canadian Oxides, per cwt. 1 75 1 90

Paris Green, per lb 0 10

Burnt Sienna, pure, per lb. 0 10

" Umber, " 0 10

do. aw 0 09

Drop Black, pure 0 09

Chrome Yellows, pure 0 18

Chrome Greens, pure, per lb. 0 12

Golden Ochre 0 03 1/2

Varnishes.

(In bbls.).

No. 1 Furniture, per gal 0 69

Extra " 0 90

Brown Japan " 0 65

Brown Japan, Turpentine, p.g 0 85

No. 1 Carriage, per gal 1 30

Gold Size Japan, 1 00 1 20

Pure Orange Shellac 1 95 2 15

Hard Oil Finish 1 30

Oil Shellac 1 40

White Shellac 2 35

Linseed Oil.

Raw, per gal 0 46 0 47

Boiled, per gal 0 49 0 50

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 38

1 to 4 " 0 39

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 00 0 7 3/4

Small lots 0 00 0 8 1/2

Cod Oil.

Cod Oil, per gal 0 50 0 1

Glue.

(In bbls.)

Common 0 07 3/4 0 08

French Medal 0 10 0 10 1/2

Cabinet, sheet 0 11 0 12

White, extra 0 16 0 18

Gelatine 0 20 0 30

Strip 0 16 0 18

Coopers 0 19 0 20

Al clear 0 09

Liquid Glue—F. LePage's, discount 20 to 5 per cent off list; Munn's, discount 25 to 50 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.

Rim Fire Pistol, dis. 45 p. c., Amer.

Rim Fire Cartridges, Dom., 50 and 5 p. c.

Rim Fire, Military, net list, Amer.

Central Fire Pistol and Rifle, 18 per cent. Amer.

Central Fire Cartridges, pistol sizes, Dom 30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.

Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.

Canadian, common, 17 1/2 per cent.

Brass Shot Shells, 55 and 10 per cent.

Primers, Dom., 30 per cent.

Wads.—Baldwin's

Best thick white felt wadding, in 1/2-lb bags 1 00

Best thick brown or grey felt wads, in 1/2 lb. bags 0 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99

Best thick white card wads, in boxes of 500 each, 10 gauge 0 35

Best thick white card wads, in boxes of 500 each, 8 gauge 0 55

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20

Thin card wads, in boxes of 1,000 each, 10 gauge 0 25

Thin card wads, in boxes of 1,000 each 8 gauge

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen ..	13 00	20 00
Adjustable Stearn's, each ..	5 50	6 50
Post-hole, Vaughan's, each ..	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddlers', per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
" Sewing, per gross.		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Chipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 0
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 68½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs Sargent's	5 50	8
" Peterboro', discount 50 per cent.		
Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	00	5 00

House.		
American, per lb	0 35	0 40

Bellows.		
Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.		
Extra, 40 and 10 per cent.		
No. 1. leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb	0 11	0 15

Bolts.		
Carriage, dis. 60 p. c. off new list.		
Tirc, dis., 60 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., ¾ to 40 per cent.		
Machine, dis., 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.		
e, with augers, each.	5 00	7 50

Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per doz	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		

Clamps.		
Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		
nadian dis. 25 per cent.		

Cradles, Grain.		
1st break	4 40	
2nd "	4 70	
3rd "	5 40	
4th "	5 90	
5th "	6 50	
6th "	6 90	
7th "	7 70	

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz. (15 p. c.)	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.		
Hand and Breast.		
Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
standard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz	0 30	0
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.		
Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.		
Double Diamond, Per 100 ft.		
18"	1 80	
20"	2 00	
22"	2 20	
24"	2 40	
26"	2 60	
28"	2 80	
30"	3 00	
32"	3 20	
34"	3 40	
36"	3 60	
38"	3 80	
40"	4 00	
42"	4 20	
44"	4 40	
46"	4 60	
48"	4 80	
50"	5 00	
52"	5 20	
54"	5 40	
56"	5 60	
58"	5 80	
60"	6 00	
62"	6 20	
64"	6 40	
66"	6 60	
68"	6 80	
70"	7 00	
72"	7 20	
74"	7 40	
76"	7 60	
78"	7 80	
80"	8 00	
82"	8 20	
84"	8 40	
86"	8 60	
88"	8 80	
90"	9 00	
92"	9 20	
94"	9 40	
96"	9 60	
98"	9 80	
100"	10 00	
102"	10 20	
104"	10 40	
106"	10 60	
108"	10 80	
110"	11 00	
112"	11 20	
114"	11 40	
116"	11 60	
118"	11 80	
120"	12 00	

Acme, dis. 62½ to 65 per cent.
GAUGES.

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.	
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.	
Lightning, per doz.....	6 50 8 40
Heath's, 5 1/2 p.c.	

LADLES.

Melting, per doz.....	1 70 4 50
-----------------------	-----------

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20 5 60
Galvanized, " " " " " "	1 87 3 85
King, wood, " " " " " "	2 75 2 90
" glass, " " " " " "	4 00 4 50
All glass, " " " " " "	1 20 1 30

LINES.

Fish, per gross.....	1 05 2 50
Chalk, " " " " " "	1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.	
Russell & Erwin, per doz....	2 90 7 50
Cabinet, " " " " " "	
Eagle, dis. 40 to 42 1/2 p.c.	
Padlock, " " " " " "	
English and Am., per doz....	0 50 6 50
Scandinavian, " " " " " "	1 00 2 40
Eagle, dis. 15 to 17 1/2 p.c.	

MALETS.

Tinsmiths', per doz.....	1 25 1 50
Carpenters', hickory, per doz.	1 25 3 75
Lignum Vitae, per doz.....	3 85 5 00
Caulking, each " " " " " "	1 60 2 00

MATTOCKS.

Canadian, per doz.....	8 50 10 00
------------------------	------------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.	
------------------------------------	--

MINCING KNIVES.

American, per doz.....	0 42 2 35
------------------------	-----------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	
---	--

NAILS.

Cut Nails (Iron)—	
1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 75
40 dy.....	2 80
30 dy.....	2 85
20, 16, and 12 dy.....	2 90
10 dy.....	2 95
8 and 9 dy.....	3 00
6 and 7 dy.....	3 15
2. American pattern only—	
From 4 to 5 dy.....	3 35
3 dy (lath).....	3 75
3. Canada pattern only—	
From 4 to 5 dy.....	3 25
3 dy (lath).....	3 65
3 dy, A.P. fine.....	4 35
Car lots 10c. less.	
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.	
Wire Nails, 70 and 5 per cent. : 3 per cent. cash delivered in lots of 10 kegs or more	
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.	

NAIL PULLERS.

German and American.....	1 85 3 50
--------------------------	-----------

NAIL SETS.

Square, round, and octagon, per gross.....	3 38 4 00
Diamond " " " " " "	12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.	
------------------------------------	--

OIL.

Canada refined oil (Toronto).....	0 16 0 16 1/2
Carbon safety " " " " " "	0 18 0 00
Canada w. w. " " " " " "	0 18 0 00
American w. w. " " " " " "	0 00 0 21
Pratt's Astral " " " " " "	0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00 19 50
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, " " " " " "	1 50 3 50
Malleable, dis. 25 per cent.	

PAIIS.

Galvanized, per doz.....	2 25 3 30
--------------------------	-----------

PENCILS.

Dixon's, per gross.....	1 00 4 25
" Carpenter " " " " " "	2 25 3 60

PICKS.

Per doz.....	6 00 9 00
--------------	-----------

PICTURE NAILS.

Porcelain head, per gross.....	1 65 3 00
Brass head, " " " " " "	0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.	
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.	
Bailey's (Stan. R. & L. Co.), 50 per cent.	
Miscellaneous, dis. 25 per cent.	
Bailey's Victor, 25 per cent.	

PLANE IRONS.

English, per doz.....	2 00 5
-----------------------	--------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 o 40 p.c.	
Button's Imitation, per doz..	5 00 9 00
German, per doz.....	0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.	
----------------------------------	--

POPPERS.

Corn, square, per doz.....	1 35 2 00
----------------------------	-----------

PRUNING SHEARS.

Per doz.....	4 00 5 50
--------------	-----------

PULLEYS.

Hothouse, per doz.....	0 55 1 00
Axle " " " " " "	0 22 0 33
Screw " " " " " "	0 27 1 00
Awning " " " " " "	0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and per cent.	
Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62 1/2 p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.

Saddlers', per doz.....	1 00 1 85
Conductors, " " " " " "	9 00 15 00
Tinners' solid, per doz.....	0 00 0 72
" hollow, per inch.....	0 00 1 00

PUTTY.

Bladder, per lb.....	01 1/2
Tins, lbs.....	2 50 2 75

RAIL.

Barn door, per foot.....	0 03 0 03 1/4
Sliding door, " " " " " "	0 03 1/4 0 03 1/2
Lanes, " " " " " "	0 03 1/2 0 03 3/4

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.	
Wood, 25 per cent.	

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00 18 00
Boker's, " " " " " "	7 50 11 00
Wade & Butcher's, " " " " " "	3 60 10 00
Arbuz's, " " " " " "	9 00 18 00
Theile & Quack's, " " " " " "	7 00 12 00

RAZOR STROPS.

Currier's, per doz.....	1 25 3 60
-------------------------	-----------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days	
Copper rivets, dis. 50 and 10 per cent.	
Iron " " " " " "	dis. 60 and 5 per cent.
Tinned and black rivets, 60 and 5 per cent.	
Burrs, iron or steel, 50 and 5 per cent.	
Terms, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.

Canadian, dis. 30, 35 per cent.	
---------------------------------	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6 1/4 00 8 1/2	
1/4, 5-16, 3/8 in.....	6 3/4 00 9	
Cotton " " " " " "	15 17	
Russia Deep Sea " " " " " "	00 13	
Jute " " " " " "	6 1/4 7 1/2	

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37 1/2 to 40 p.c.	

SAD IRONS.

Mrs. Potts, per set.....	0 60 1 00
N.P., per set.....	90

SAD HEATERS.

Dome, Shepard's, per doz....	4 75 5 00
------------------------------	-----------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.....	0 55 0 90

SASH CORD.

Per lb.....	0 22 0 50
-------------	-----------

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.	
Kempshell's, dis. 40, 62 1/2 per cent.	
Canadian, dis. 45, 50 per cent.	

SASH WEIGHTS.

Sectional, per 100 lbs.....	1 40 1 50
-----------------------------	-----------

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40 0 70
" Empire, McMillan & Haynes, per ft.....	0 00 0 70
Hand, Diston's, dis. 12 1/2 to 15 p.c.	
S. & D., 40 to 40 and 10 per cent.	
Crosscut, Diston's, per ft.....	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.....	0 75 2 75
frame only.....	0 00 0 75

SAW SETS.

" Lincoln, " McMillan & Haynes, per doz.....	0 00 7 50
Whiting " " " " " "	6 87 7 00

SCALES.

Gurney Scales, 50 p.c.	
B. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.

Box, per doz.....	2 10 4 50
Foot, " " " " " "	0 40 3 50

SCREENS.

Window, patent, per doz....	3 50 4 50
Door, per doz.....	8 75 9 00

SCREW DRIVERS.

Sargent's, per doz.....	0 65 4 00
-------------------------	-----------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c.	
" R. H., " " " " " "	dis. 75 and 10 p.c.
" F. H., brass, dis. 77 1/2 and 10 p.c.	
" R. H., " " " " " "	dis. 72 1/2 and 10 p.c.
Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.	
Bench, wood, per doz.....	3 25 4 00
iron, " " " " " "	4 25 5 75

CYTHES.

Discount, p.c. revised list.	
------------------------------	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.	
------------------------------	--

SHEARS.

B. & W., jappanned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour's, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, jappanned, 80 p.c.	
N.P., dis. 70 p.c.	
Clauss, full nickel, 60 p.c.	
" jappanned handles, 67 1/2 p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.

Sliding door, per set.....	0 77 1 40
----------------------------	-----------

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net price.	
--	--

SIEVES.

Wood rim, black, per doz....	1 05 1 10
" " " " " "	1 25 1 35
Tin rim, per doz.....	2 30 2 45
" black " " " " " "	1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.	
Acme " " " " " "	3 00 5 00
Lock, Andrews, " " " " " "	4 50 11 50

SOLDERING IRONS.

Per lb.....	0 00 0 24
-------------	-----------

WROUGHT SPIKES.

Discount, 20 per cent.	
------------------------	--

SPOKE SHAVES.

Wood, English.....	1 8 5 00
Iron, American.....	1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross.....	7 50 12 00
Dessert, " " " " " "	21 00 00 00
Table, " " " " " "	30 00 30 00
Dessert Forks, " " " " " "	24 00 00 00
Medium " " " " " "	27 00 00 00
Table " " " " " "	36 00 00 00

SQUARES.

Iron, per doz.....	1 65 2 90
--------------------	-----------

Steel, dis. 65 to 65 and 10	
Try and bevel, dis. 50 to 52 1/2 p.c.	

STAPLES.

Fence, galvanized.....	0 03 1/2
------------------------	----------

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.	
---	--

STOCKS AND DIES.

American, dis. 25 p.c.	
------------------------	--

STOVE POLISH

gross. 1/4 gross. doz.	
------------------------	--

Scientific Stove Pipe	
Varnish.....	9 00 2 50 90
Scientific Stove Paste	
(5 lb pails) 60c. each.....	6 00
Scientific Furniture	
Polish.....	12 00 1 25
Scientific Carriage Top	
Dressing, 1/2 pints.....	2 00
Scientific Carriage Top	
Dressing, pints.....	3 50
Scientific Enamel Paints	
Scientific Stove Enamel	7 50 2 00 75

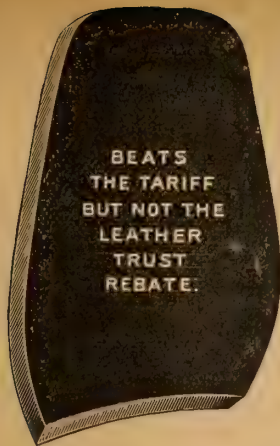
STONE.

Washita, per lb.....	0 28 0 50
Hindustan, " " " " " "	0 06 0 07
" slips, per lb.....	0 09 0 09
Labrador " " " " " "	0 00 0 13
" Axe, " " " " " "	0 00 0 15
Turkey " " " " " "	0 00 0 10
Arkansas " " " " " "	0 00 0 10
Water of Ayr " " " " " "	0 00 0 10
Scythe, per gross.....	3 50 5 00
Grind. per ton.....	15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue.....	66 1/2
Trunk tacks, black.....	60
" " " " " "	66 1/2
B.B.B. iron carpet, blued.....	60
" " " " " "	66 1/2
B.B.B. iron carpet, bright or blued (in kegs).....	30
B.B.B. iron carpet, tinned (in kegs).....	30
B.B.B. cut tacks (in bulk), 45 to 50 p.c.	
" " (in dozens, 1 to 6 oz.).....	45
" " " " " " " "	30
" " " " " " " "	40
" " " " " " " "	45
Swedes, cut tacks, genuine, blued and tinned.....	52 1/2
Swedes, upholsterers', genuine.....	50

Swedes, upholsterers', American (



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

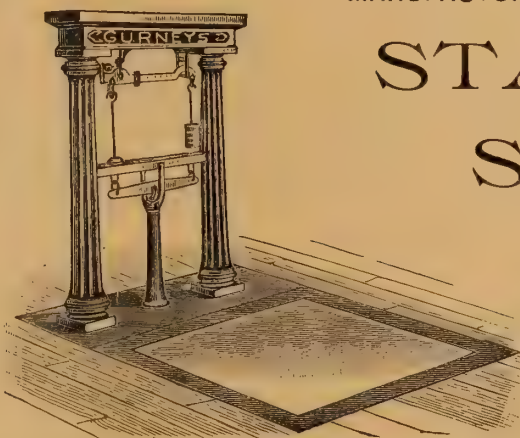
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.



"Put your trust In God,
but keep your powder dry."—CROMWELL.

The fire brigade is a grand institution
---but keep a few fire pails handy.

A small premium paid in the shape of
a purchase for a few fire pails is a con-
tinual preventative against fire.

E. B. Eddy's fire pails are seamless,
hoopless and will not water-soak ; their appearance is
handsome, and they will adorn any building.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis,
Hamilton; J. A. Hendry, Kingston; Schofield Bros., St.
John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg;
James Mitchell, Victoria and Vancouver; John Cowan,
St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

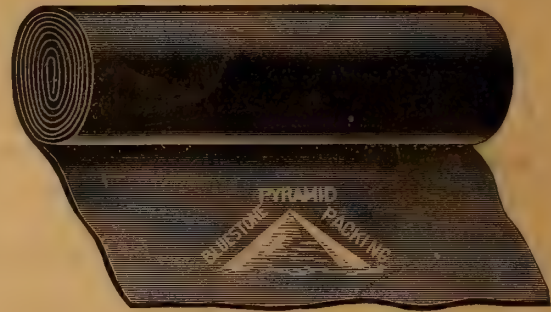
Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

"Things that are equal to the same thing are equal to one another."

THE BEST PAINT - THE BEST VARNISH

When we say that our varnishes are manufactured with the same care from pure materials as our acknowledged peerless paints, the trade will at once understand they are the best on the market.

Owing to the largely increased demand for our **Celebrated Monarch Varnishes**, we found it absolutely necessary to enlarge our manufacturing facilities, and for this reason have recently purchased the varnish works of D. A. McKenzie & Co., retaining the services of Mr. McKenzie, who has a life-long experience as a varnish maker. We are in a position to make prompt shipments, and can assure the trade that the standard of excellence heretofore established will be maintained, and we will continue to devote all our energies to hold first place in the paint and varnish line.

ROBERTSON'S SUPERIOR

The Neatest Shelf Package

MONARCH



VARNISH

... The Best Goods.

THE JAMES ROBERTSON CO., LTD.

STANDS HEAD AND SHOULDERS
OVER THEM ALL

Manufacturers Paints,
Oils and Varnishes

TORONTO

N. B.—All our friends while visiting the City are cordially invited to call upon us,
when we will be pleased to show them through our factory and warerooms.

It's Intrinsic worth
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, OCTOBER 3, 1896

No. 40



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt Street New York

COMPARE THE WEIGHTS



Brands of Galvanized Iron offered at lower prices than "QUEEN'S HEAD" are almost invariably much heavier—often 15 per cent. or more. "QUEEN'S HEAD" weighs 10 lbs. per sheet of 72 x 30 in. in 28 gauge, and 11½ lbs. in 26 gauge. Compare price per sheet, softness, flatness and quality of galvanizing, and you will find none cheaper than the reliable old "QUEEN'S HEAD."

Canada's Largest Radiator Manufacturers.

More cobble stones than diamonds on earth, and so it is with Poor Radiators. They're legion—but good ones are few. In this class of goods you can only judge by the experience of others.

"Safford" STANDARD Radiators

ARE THE CHOICE of all the leading Architects and Heating Engineers everywhere.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited
. . . Toronto, Ont.



TO THE TRADE

English
Canadian
AND
American



Trace Chains
Halter Chains
4½ and 6 feet
Halters

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

Chafing ...Dishes



HEAVILY
NICKEL PLATED
OUTSIDE

SILVER FINISH
INSIDE

Complete with Spirit Lamp and with either Iron
Frame or Brass Nickel Plated.

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO, ONT.

KEMP MANUFACTURING COMPANY

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

“DIAMOND” STEEL WARE

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue
Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, OCTOBER 3, 1896

No. 40

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

HAPPY HARDWAREMEN.

CUTTING prices among the hardware dealers in Northwestern Ontario are not much in evidence these days, thanks to the Ontario Hardware Association.

Less than a year ago the conditions were the very opposite. Prices were slaughtered with such persistency that annihilation was threatened the dealers.

The customer in that part of the country who wanted to buy a small parcel of goods would run from store to store, and sometimes even from town to town, in search of quotations, getting prices knocked down to him as he went, ultimately purchasing from the dealer who gave him the lowest figure.

That the result of such a practice was pernicious is obvious. Competition being keen, one dealer was eagerly bidding under the other. The object was apparently to secure the order. Profits were not a factor.

The association that was formed at Palmerston about a year ago has wrought a wonderful change. Most of the dealers in the neighboring towns and villages have become members. As a result of the intimacy that has sprung up by dealer being brought into contact with dealer, prejudice has largely vanished. Naturally, with this prejudice

has vanished many of the evils which afflicted the trade, and one of these evils is the cutting of prices.

In order that every dealer in the association may get a fair profit on certain staple lines, a list is issued from time to time, as occasion may demand, the object sought being not to appreciate prices, but to keep them uniform and obviate cutting.

The trade in other parts of the country may be interested to know the character of the list, and we, therefore, reproduce the latest we have to hand, which bears date of August 13, 1896.

Cut nails, 3 to 6 in.....	83 00	per cwt.
" 2½ in.....	3 25	"
" 1½ in.....	3 50	"
" 1¼ in.....	4 50	"
Wire nails, 70 per cent. off list.		
O and A wire, No. 11.....	2 60	
O and A wire, No. 12.....	2 75	
Barb wire.....	3 25	
Heavy T and S hinges, 6c. lb., no screws.		
B D hinges, 4c. lb., no bolts.		
Bolts, 25 per cent. off 1895 list.		
Screws, 65 per cent. off list.		
Lanes track, per foot.....	0 05	no screws
" hangers, No. 1.....	0 75	no bolts
" " No. 1½.....	0 90	"
" " No. 2.....	1 00	"
Tar paper, 65c. a roll. Plain, 60c.		
O K paper, No. 1, 81 roll.		
Carpet felt, 4c. per lb.		

AN INCREASING TRADE.

A striking proof of the growth in the trade between Vancouver and Australian and Oriental points is furnished by the fact that both the Miowera and the Empress of Japan on their last trip out had to leave a quantity of freight behind and it was thought the Empress of China could take it. Most of it was, in fact, loaded on the China, but a quantity had to be taken off again owing to the vast amount of room required for Li Hung Chang's baggage and some important freight that arrived late. The Hupeh has now been called into requisition, and after discharging her sugar will load this freight. Among the cargo left behind, according to a Vancouver paper, was a carload of Canadian bicycles for Australia.

THE DUTY OF BUSINESS MEN.

ALTHOUGH the Dominion Government has in contemplation ways and means of extending the export trade of the country, manufacturers and merchants who desire to court business with foreigners should not rest upon their oars in order to see what may turn up.

There are a great many things the Government can do in the direction indicated, but there are a great many things it cannot do, no matter how solicitous it may be. But too often Governments are not by any means prone to act with promptitude in matters pertaining to commerce. They are too busy, as a rule, playing the game of politics. The present Government may be an improvement, in this respect, on its predecessors, but that has to be demonstrated.

Granted that the Government will do its part, it will obviously be some time before that part can be performed, and then there are still certain things that the business men must do themselves. Their time for action is now, as well as hereafter.

It is not the duty of the state to sell goods. The duty of the state is to prospect for markets, and to busy itself about establishing means of transportation thereto. As far as the actual sale of goods is concerned, that is the duty of those who have the goods to sell.

It is true there are many things in the way of transportation facilities, etc., which hinder the development of our export trade in certain directions. But there are obstacles in the way which are of our own creation. In countries where prospecting has been done for us, because of our perverseness we have not benefited by it to the extent we should have.

We often refer to the obstinacy of the British merchant in that he makes his goods and puts up the same to suit his own tastes, and will not deign to make or pack them to suit the tastes of his customers. And yet this very sin is one of Canada's sins.

We have been repeatedly told that goods

for this market must be made this way, and for that market they must be packed in a certain way to suit either the tastes or the climate of the country in question. But too many exporters persist in shipping goods as if they were intended for the home instead of a foreign market. The result is that trade we should have had we have not. The Canadian merchants and manufacturers who are to-day making a success of exporting are those that are fashioning their goods to suit the requirements of the market to which they are sending them.

There are a good many manufacturers and merchants in this country who are actively pushing the export branch of their trade; but there are not enough of them. Neither is there enough of united action.

In Great Britain the boards of trade and commercial bodies in the various commercial centres are importuning the Government to remedy defects in the consular system with a view to facilitating the export trade of the country. And in the United States what is known as the Exporters' Association is doing excellent work in the way of foreign trade up-building.

Canada cannot afford to be behind in this respect. If we are ever to become even anything near what our capabilities intended that we should be we must develop our export trade more rapidly in the future than we have in the past. And the keener our business men become to develop our export trade the more active will the Government be to do its part. The Government is but the expression of the will of the people.

TURPENTINE EXCITED.

THE turpentine market is in a more than usually interesting condition. Each day during the past week has seen a fractional advance in the primary market until the total gain aggregates several cents per gallon.

The cause of the advance is largely due to speculation. The factors in the south have, it is claimed, for some time been losing money. By restricting the output for the next season they considered that they could cause an appreciation in prices. It is now said they have perfected arrangements whereby this might be done. In anticipation of a restricted output next spring and consequent higher prices, speculators are buying with a view to holding until the appreciation materializes. This is the direct cause of the present strength of the market.

The Toronto and Montreal associations, who are, it will be remembered, now working together, have within the last few days ordered another advance of two cents per gallon, making the price in these two cities

39 to 40c. This makes a total advance of three cents per gallon in less than a week.

These advances have had the effect of decreasing the demand. But importers are not looking for lower values. And in the meantime the tendency of the market is still upward.

It may be interesting to note that about seven or eight years ago the wholesale price of turpentine on the Toronto market was 80 to 90c. per gallon. That was when there was a short crop and delay in marketing it.

STILL ANOTHER!

A SHORT time since we emphasized the importance of bicyclists observing the golden rule of "keeping to the right."

Mr. J. W. Lee, of the Canada Paint Co., was run into by a would-be aspirant for "scorching" honors a few days ago, and is now suffering from the concussion.

The impact was so severe that Mr. Lee was knocked higher than the oft-quoted Gilroy's kite, and Mr. Gibson, the gentleman at fault, performed a somersault over the handle-bars which would have made Barnum's bouncing, bounding Brothers of Bagdad emerald-hued with envy had they witnessed the impromptu acrobatic performance. Mr. Lee is now under the care of Dr. Harley Smith and his bicycle in Hyslop's "dry dock." As for Mr. Gibson, he gathered up the fragments

"... like the Arab,
And silently stole away."

TURPENTINE AND LINSEED PRICES.

It will be noted that quotations on turpentine and linseed oil in Montreal are now given net. This is in accordance with the agreement made at Toronto two weeks ago, the details of which were given at the time in **HARDWARE AND METAL**.

TO ABOLISH STORES DEPARTMENT.

The management of the Grand Trunk Railway have decided to abolish the present existing Stores Department. In the past, supplies for all the departments were sent to the large central stores after being bought by the purchasing agents, and from there were distributed to the various points. By the new arrangement goods will be bought after requisitions have been sent in from the foremen and heads of departments. Cash will be paid the various merchants and producers who supply the needed articles. Many advantages are claimed for this new idea, one of which is that the traffic department will benefit largely owing to the suppliers having to ship the articles brought to the points desired by the railway.

REDUCTION IN WIRE NAILS AND SCREWS.

THE quarterly meetings of the makers' associations are now in progress at Montreal. The more important lines so far disposed of are cut and wire nails, tacks, screws and lead pipe.

No further change was made in tacks from those noted a fortnight ago, the range then given being confirmed. The old basis on lead pipe was also renewed, viz. 7 to 7½c. with 30 off, terms of delivery, etc., as before.

The cut nail basis of \$2.75 was not altered, but the discounts on wire nails were increased.

Buyers of wire nails in Ontario get the benefit of an extra 7½ per cent discount, with the same delivery privileges.

In Quebec the trade are allowed 5 per cent. additional f.o.b. Montreal.

In the Maritime Provinces the extra consideration is 2½ per cent. more in the shape of discount, and in Manitoba 5 per cent. extra is allowed, the same being the case in British Columbia also.

The new terms on wire nails in detail are appended:

Province of Ontario: Discounts, 70 and 12½; term of delivery as before.

Province of Quebec: Discounts, 70, 10, and 5, sales f.o.b. Montreal, and freights equalized on Montreal.

Maritime Provinces: Discounts, 70 and 12½, terms of delivery as before, for car lots in one delivery 10c. per keg extra allowance off invoice.

British Columbia: Discounts, 70, 10 and 5½ f.o.b. factories; freights equalized on cheapest factory point.

Winnipeg: Sales made by eastern manufacturers and jobbers, discount shall be 67½ and 5 per cent. delivered, freight shall not be prepaid, but shall be deducted off face of invoice.

Winnipeg manufacturers and jobbers shall sell for Winnipeg trade at 67½ and 5 f.o.b. Winnipeg.

For points outside of Winnipeg in Manitoba and Northwest Territories, eastern manufacturers and jobbers shall sell at 67½ and 5, and equalize freight, so that goods shall cost the purchaser the same, delivered, as if sold by Winnipeg manufacturers or jobbers.

Winnipeg manufacturers and jobbers shall sell to parties outside of Winnipeg at 67½ and 5 f.o.b. Winnipeg.

The discounts on screws were fixed as follows: Flat head, bright, 80, 10 and 10 per cent.; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10, and round head, brass, 77½, 10 and 10 per cent.

THE PROPOSED NEW TARIFF.

ON several occasions in the last three or four years we have strongly urged the Government to make no sudden change in the import tariff. Business men in Parliament have also urged the same thing, but the controlling influence in the last Government seemed to pay little attention to the interests of the business community. We were promised better things by the Liberals. They have now an opportunity of showing whether their promises will be fulfilled.

Just at this time buyers for dry goods houses are starting for Europe to place orders for spring goods. Grocery, hardware and other wholesale houses are giving orders now for goods which they will receive between now and spring. Owing to changes that are to be made in the tariff in January and February, they are completely at sea as to what purchases they will make. If they buy largely and bring the goods in, they may find after a week or two, after paying the duties, that the duty is materially reduced, and later imports can be sold at very much less money. The result will be a very serious loss to the importer; wiping out perhaps more than a whole year's profit.

When speaking in reference to this matter with a member of the present Government, he remarked informally that to announce changes some months before they came into force would be quite contrary to precedent, and he did not think the Government could do it. This is tantamount to saying that because some of us began life with a wooden spoon we should always continue to use one. If this is Mr. Fielding's view of the question, we confess we are very much disappointed in the man of whom, though a lawyer, we had great expectations.

Americans take a very proper, business-like view of it. They do not allow their tariff changes to affect their trade but as little as possible. Sometimes they are not brought into force for two years after they are passed.

If the Government desire to do what is in the interests of the business community, they should announce now that the tariff changes adopted in the January session of Parliament would not come into force at the earliest before June or July. By this time goods will be distributed through the country and prices will not be affected by any reductions.

IMPROVED TRAFFIC RETURNS.

The traffic returns on the Canadian Pacific Railway for the week ended September 14, 1896, amounted to \$433,000; for the corresponding week of last year the returns were \$404,000.

DROPS FROM THE EDITOR'S PEN.

Gossip brings ill-repute, not business, to the store.

It is not credit that ruins trade; it is injudicious credit.

Future business depends upon how the present is transacted.

A lying advertisement, like a lying tongue, ought to be cut out.

Fish for business and leave the fishing for compliments to someone else.

Carelessness is at the root of 99 per cent. of the mistakes that are made.

One thing the cash system is certain to do: It will prevent bad debts.

Right may be driven into a corner sometimes, but into the grave never.

The store lounge is a blockhead that blocks the way of many a customer.

Continuity is essential to success in advertising as well as in everything else.

A merchant can usually find trade by the aid of judicious and bright advertising.

Dishonesty is more likely to clothe one with a convict's garb than with success.

Artificial business-building methods must necessarily result in an artificial product.

A good tongue as well as a good stock is a profitable thing for a merchant to have.

The merchant whose only aim in life is to make money is not likely to get much else.

The merchant tries to catch the fall trade in order that he may rise towards affluence.

The commercial traveler who has the "blues" is not likely to get the business.

He who taketh discounts fortifieth himself against the possibility of his creditors taking him.

Every time a man stops to croak golden moments go to waste. Work and croak not.

Because the summer is over it is no reason that the early closing of stores should be over.

Time taken to contemplate with jealousy the success of a competitor is robbing your

business of time that should be devoted to its development. Every man has all he can do to mind his own business these days.

Free silver in the United States would mean the enslavement of the trade of that country.

A dude clerk may be a pleasure to giddy girls, but to sensible customers he is an abomination.

Influence is stronger than the mightiest steel cable, and more enduring than the everlasting hills.

The man who is large in self conceit is often too small to manage even a peanut stand successfully.

Discipline is to the mental man what exercise is to the physical man: it is an imparter of strength.

When a man goes into an avocation for which he is not adapted he is, like a No. 5 shoe on a No. 7 foot, a misfit.

Confidence is one of the chief of commercial factors. Where confidence is lacking trade will be soon wanting.

Self-control is just as essential as capital to success in business. In fact, it is better to be without capital than self-control.

Mild words pay better than angry ones, with clerks as well as with customers, and those with whom they do not should be given their dismissal.

Wealth of health is better than wealth of gold, but the most of us are more concerned about getting the latter than we are of keeping the former.

A Brooklyn firm is advertising on kites, which are given free to all boys or girls who ask for them. That is what might be termed flighty advertising.

Court trade in those lines which yield profit and let those lines which do not take care of themselves. Don't fondle a serpent when you can nurse a dove.

We are all more or less prisoners to habit, but the question as to whether the habit is good or bad should determine whether we are to forsake or cling to it.

The camel, which has a hump on its back, is a speedy animal, which is probably the reason young men on bicycles get a hump on their back when putting on speed.

THE EARLY USE OF IRON.

AMONG the notices in the Chinese ancient literature of the use of iron the oldest is in the Yu Kung, a most interesting section of the Book of History, says North China Herald. It is called, and justly so, by Baron von Richthoven, the oldest national geography of China. The name means the Tribute Roll of Yu, who in the third millenium before Christ was first an active statesman and then himself emperor. It describes the productions of the nine provinces into which the empire was divided in the time of Yoa. The province of Laing, the present Szechuan, is that in which iron is mentioned. Gold, silver and copper is frequently spoken of, but iron only this once. At the time when the people wore skins, grass cloth, and silk, long before the days of cotton dresses and the use of tea as a beverage, in the days of the old civilization the nation first appears occupied in industrial works of which the aim was to subdue nature and render its products subservient to man. The Chinese were then in the iron age. They had learned to extract iron from the rocks very likely before they entered China, and had thus secured the advantage to be derived from iron in the manufacture of the plough, the harrow and the spade. The original inhabitants understood the arts of weaving and agriculture and so also did the Chinese who ruled the country. In B.C. 2300 the country was abundantly fertile and occupied by various races under the sovereignty of the Chinese, who came to them with higher knowledge than they before possessed. The waves of the western civilization flowed in upon China at successive periods, and it was the art of writing which secured to those tribes that possess it a great superiority. This art enabled them to give political unity to the whole country, and to absorb all the population, because it included the power of education. The Chinese as a people are of a mixed origin, and it is literature that has welded them into one. In the same passage where iron is first mentioned, steel is also spoken of, and this, too, in the same old geographical treatise above alluded to, dating from B.C. 2200. The word is lou or lew, and we are told by native authors that it means "steel." Those authors are of the Han Dynasty. The meaning was regarded as certain at the time, that is about nineteen centuries ago. It was an age when literature flourished, and when China sent out warlike expeditions to conquer Cochin-China, Corea and Turkestan. It was a time when the Government was so strong so as to be able to levy taxes throughout China. Among the taxes of that age, those levied on salt and iron were of great importance.

The manufacture of iron at that time was quite an ancient matter. The name tells us this; old words become obsolete and new ones take their place. The word lou, for steel, is not without support in the works of Hsuan Chung, who lived in the third century before the Christian era. The philosopher speaks of steel under the name of chu. This study of Chinese characters soon familiarizes the student with the fact that many characters pronounced kiau or ki or kw are sometimes heard liau or chi or lu. The lou of the Yu Kung became the word chu, steel, in Hsuan Chung. Changes in the language were always proceeding with more or less rapidity. Consequently there is nothing against the probability that it was steel of which the Emperor Yu spoke in the document which has been fortunately preserved to us through such long ages. The province where steel was produced in the third pre-Christian century was Honan and the locality, the Nanyang prefecture. This fact may yet be found useful by those who in the near future may prospect for mines. There does not seem to be the least doubt that chu meant steel in the time of the philosopher. By strictly Chinese philology steel was first called dok. In Skeat's dictionary our word steel is stated to be derived from stak, to resist. The arts of the east and west met in Central Asia. The search for gold and silver spread with commerce both to the east and to the west of the Caspian Sea. Ancient metallurgy and the arts to which it leads, such as the manufacture of the needle, the plow, the cross-bow and arrow, the fishhook, the improved sword and spear, the construction of suits of armor and cooking vessels of various kinds, spread from one centre to the most distant countries.

The primary origin of metallurgy in Central Asia was followed by secondary origins in countries east and west. The Chinese are wrong in saying that their arts were all invented for them by their own sages. They should rather say that their sages saw the advantage there was in foreign arts, and taught the people of China to imitate them. Pliny in what he says of Chinese iron strikingly confirms this view of the single origin of the useful arts. He speaks of Spanish and Italian iron, but they were not to be compared in the finer qualities of this metal with the Chinese iron. What Pliny thought of iron was in the form of swords, with melted iron. Rome was a military monarchy, and for officers in the army of Rome the best possible swords were indispensable. The Chinese in being able to meet the demand of the Roman army had this great advantage. They possess enormous tracts of good ironstone, in many cases magnetic. Ironstone is by its red color and great weight

very easily detected. Through the remarkable extent of the ironstone formation throughout China it was quite an easy thing for the Chinese trader with his skins, silk robes and iron swords to outrival his competitors in southern Europe. In fact, he succeeded in this struggle for superiority. It is not expressly said that the Chinese iron went in form of swords to Rome. But in Chinese books of an early date swords are presented as gifts of honor. They are said to be so hard and sharp they can cut jade just as easily as if it were clay. In travels to foreign countries, the sword is a convenient article to carry because it can be used in self-defence should bandits attack the caravan. On the whole then we must read this meaning into Pliny's statement. The superiority of Chinese iron arose from its superior cutting power, and this arose from native blacksmiths having early learned the art of making steel out of the good ironstone abounding in China.

GUNPOWDER HISTORY.

History has given most of the credit of the invention of gunpowder to Monk Schwartz, who probably no more deserved it than any other chemist of his age, as it is frequently mentioned long before his time. The Chinese used gunpowder in war as early as A.D. 80. It was described by Julius Africanus, a Roman writer, in A.D. 215; it was used in the Greek Empire in 668; the Arabs employed it in besieging Mecca in 690; the Emperor Leo authorized its use in the Greek Army in 811; Mascus Cracchus, a Greek writer, in 846 described it just as made to-day; in 880 the Emperor Lee, the philosopher, organized a rocket corps in his army and established a factory for the manufacture; in 1073, Solomon of Hungary Lombarded Belgrade with cannon, and in over a dozen engagements between that date and 1330, at which the invention of Schwartz is said to have occurred, artillery of small arms are known to have been employed. Monk Schwartz may have popularised its use in Germany, but his claims as an inventor are open to contention.



GERMANY'S TREATY WITH JAPAN.

THE Berlin trade paper, Kuhlow's, says: "The new commercial treaty between Germany and Japan, which was ratified by both Governments on April 4, is hailed with great satisfaction by the German manufacturers. The last two years have been characterized by a vast increase in the German exports to Japan, and it is believed that under the new treaty the German trade with the Island Empire can be developed to a still greater extent, at least in several important articles. The German total export to Japan, which averaged from 1892 to 1894 18,000,000 marks annually, reached the figure of 27,000,000 marks in 1895. The bulk of the tonnage is made up of iron and ironware. The following table shows the quantity of the principal iron articles exported directly from Germany to Japan during the last four years:

	Metric tons	
	1892-93.	1894-95.
Rails and rail fastenings.....	1,360	5,434
Bar and angle iron.....	21,546	37,172
Plates and sheets.....	635	1,528
Wire.....	7,364	8,353
Bridge iron.....	304	1,819
Wire rope.....	11	121
Springs and axles for railroad cars.....	191	487
Wire nails.....	23,968	25,891
Needles.....	10	12
Fittings for clocks and watches.....	23	118
Other iron ware.....	597	460
Locomotives, piece.....	141	186
Cars, piece.....	196	206
Cast iron machinery.....	538	911
Cartridge.....	3	159
Zinc, raw and rolled.....	2,290	4,059

"Especially notable in these figures is the enormous quantity of wire nails which Germany exports annually to Japan. In fact Japan is, after Great Britain, Germany's best customer in this line, and it still wants more.

"It is now reported on the best authority that a wealthy Dutch syndicate intends to establish factories of different kinds in Japan in order to take advantage of the cheap labor to be had there, wages in that country ranging from 20c. to 25c. a day."

KNOTS TIED BY MACHINERY.

If inventions continue to multiply at the present rate, says Argosy, the day may speedily come when man will have to sit with folded arms while his work, and even his pleasures, are turned out for him by nickel-in-the-slot devices. Science has lately given us a marvel in the shape of a card-counting machine

Two of the most interesting automata now working within the limits of the United States are those used by the Government for counting and tying postal cards into small bundles. These machines were made in Connecticut, and the two are capable of counting 500,000 cards in ten hours and wrapping and tying the same in packages of twenty-five each. In this operation the

paper is pulled off a drum by two long "fingers," which come up from below, and another finger dips in a vat of mucilage, and applies itself to the wrapping paper in exactly the right spot. Other parts of the machine twine the paper around the pack of cards, and then a "thumb" presses over the spot where the mucilage is, and the package is thrown upon a carry belt ready for delivery.

THEY DEMAND ATTENTION.

When customers are in the shop they want attention and not neglect. This moral is appreciated by a writer in Steel, who points to it in the following expressive and easily understandable language: "If there is anything the average customer in a shop dislikes (he says) it is being neglected by the man whose duty it is to ascertain his wants and accept their equivalent, be it in nickels, dimes, or dollars, with courtesy and commercial grace. If a man is in quest of a gimlet, a hammer, or a pound of nails, he does not expect to kill time, or cultivate the virtue of Job in order to give a salesman a special privilege on the clock, or the opportunity of loading up an unwilling lady with idle compliments that she values less than the curling iron or the coffee mill she has purchased. Where a salesman is afflicted with this delicious languor, and graciously allows the flies to settle on himself and the counter, while a would-be customer is maintaining an awkward perpendicular on the crude rim of a nail keg, or counting his fingers twice to escape the tyranny of time, it is not likely that a second experiment will be made by the same person.

RAT AND MOUSE TRAP DISPLAY.

A St. Louis hardware store has, according to Stoves and Hardware Reporter, of that city, a bewildering display of rat, mouse and insect traps in one of its windows. The inscription on a large sign in the back makes a touching reference to the Pied Piper of Hamelin and his rat-catching powers which are declared to dwarf into insignificance with those of one of the varieties of traps displayed. Some of the cards on the different traps are very pertinent and may furnish suggestions to our readers even if they are not able to show as large an assortment of rodent and pest catchers as does the firm in question. Here are a few of the texts:

"Genuine French rat traps. Catches whole families at once and never has a 'jail delivery.'"

"The loop of death trap. More deadly than the live wire."

"What a blessing these fly traps would have been to Pharaoh."

"A delusion and a snare to mice. Once in they never get out."

During The Winter

Quite a little painting is done about the house indoors, such as enameling of furniture and bric-a-brac, staining and painting of floors, etc. People as a rule have much more time for this sort of work in winter, and as they are in the house much more, it is natural to want to have the things look nice and bright. For this trade we make a very nice line of goods:

Sherwin-Williams
Enamel, in glass jars.

Sherwin-Williams
Family Paint, in pint, ½ pint, and ¼ gal. penny lever tins.

Sherwin-Williams
Varnish Stain, in small tins.

Sherwin-Williams
Oil Stain, in small tins.

There is also Gold Paint and Bronze Powder, of which a good deal is used about Xmas, for gilding and ornamenting. We lay ourselves out to do this trade well, and would be glad to have your orders for these things.

The...
Walter H. Cottingham Co.
Limited.

Mfrs. of
The Sherwin-Williams
Paints.

Montreal.

TRADE CHAT.

MR. E. B. NIXON, of the Hudson Bay Co., who has been visiting Toronto for a few days, has gone to Winnipeg.

Chas. J. New, has purchased the Columbia Handle Factory at Thamesville, from J. P. Freek.

The Montreal Bridge Co. has a staff of men engaged putting up the new iron bridge at Rockwood.

The Lachine Rapids Hydraulic and Land Co. have given employment to about 40 of the men who did not go to Brazil.

The Ingersoll Packing Co. is preparing to build still another addition to their premises that will require 100,000 bricks.

Chatham storekeepers are organizing a Merchants' Protective Association as a means of dealing with bad-pay customers.

The elevator to be built at Neepawa by the Lake of the Woods Milling Co., will have a capacity of 50,000 bushels, says The Register.

Total duty collected at port of Toronto for month of September, 1896, \$343,743.04; same period, 1895, \$386,975.20; decrease in 1896, \$43,232.16.

Mr. James Miller, painter, Streetsville, has invented parts of a road cart which entirely do away with the unpleasant horse motion commonly experienced.

The Hamilton Council has decided to grant the ten-year exemption on the cold storage warehouse, with the understanding that it be in operation by June next.

A large staff of men are at work on the new building for the Brantford Electric Light Co. at the locks there. The company expects to spend \$30,000 in improvements.

H. A. Lozier & Co. have resumed operations at their Toronto Junction factory, starting about 300 men at work. They will shortly put on full force for the export trade.

The firm of Wm. Croft & Sons, wholesale fishing tackle, Toronto, have presented Mr. Archibald Stuttaford, jr., with a silver tea service in recognition of his services during the past 11 years with the firm.

Mr. John M. Bond, the hardware merchant, of Guelph, with Mrs. Bond, sailed for home by the steamship *Campania* from Liverpool on Sept. 26th. The Misses Bond will remain in France and Switzerland for about a year.

It is stated that negotiations are now under way toward the early development of the coal field of the Saanich peninsula and vicinity. The bond on the property which changed hands recently will in all likelihood be taken up by a strong eastern syndi-

cate, who will enter actively into the business and place coal on the Victoria market at an early date.—B.C. Commercial Journal.

The Canadian creditors of the Gates Lumber Co., of Bay City, Michigan, met Wednesday in Assignee E. R. C. Clarkson's office. The statement shows assets of \$600,000 and liabilities of \$500,000. The estate is to be wound up.

A despatch from Chicago says that western freight rates are still on the down grade. Additional reductions are announced by several of the roads. The most serious cut made on Monday was in the rates on packing house products and dressed beef.

Mr. H. R. Wicksteed, of Cobourg, Ont., has registered at the Tutelle Office, Montreal, under the name and style of the Yacht Co. of Canada, with headquarters at Dorval, Que., to carry on the business of designing, constructing, storing and repairing yachts.

In St. Mark's Church, Cowan avenue, Toronto, Wednesday afternoon, the ceremony of marriage, conducted by Rev. Chas. Inglis, united Miss Ethel Ridout, eldest daughter of the late D. C. Ridout, and Mr. Walter D. Strickland, a son of the G. T. R. architect.

The premises of the Sicily Asphalt Co., on Mill street, Montreal, were badly damaged by fire on Saturday evening. The western section of the brigade were quickly on the spot, and succeeded in preventing the spread of the flames to the adjoining buildings. The damage is placed at some \$5,000.

The Woodstock Board of Trade, in line with the feeling of the lower provinces, passed the following: "That this board disapproves of the granting of subsidies by the Government to steamship lines having their terminus in other than Canadian ports." The resolution was passed unanimously.

The Hamilton Bridge Works Co. secured the contract for the iron work for the new car shops in London. The contract amounts to \$6,000 or \$7,000. The bill of timber and lumber will be supplied by Robert Thompson, of Hamilton. Thomas Irwin & Son, Hamilton, will have the contract for the galvanized iron work.

Advices from Guanajuato, Mexico, on August 29 conveyed the following: One of the most extensive deposits of tin in the world has been found near here. There are over 100,000,000 tons of the metal in sight. It assays 6½ per cent. pure tin. A company of American and Mexican capitalists has been formed to develop the deposit.

Another rich vein of oil has been struck in Bothwell, making three wells of large producing capacity struck in one day. The Allen well was shot Saturday morning, and

it is a good one. Of course, it will require a few days' pumping before a fair test can be made, but there is not the least doubt but that it is a fine one. This well is close to A. M. Elliott Co's well.

There is some talk of establishing a mining exchange in connection with the Toronto Board of Trade. Secretary Wills states that no definite steps have yet been taken for the formation of such an exchange, but that a number of members of the Board were in favor of the scheme. It is quite possible a meeting will be called shortly to discuss the matter.

"As dead as a doornail" at first seems utterly senseless, but becomes lively and picturesque when we remember that knockers were once universally used. Beneath the knocker, in order to prevent disfiguring the door a large nail or bolt was driven. An impatient caller, waiting for the door to be opened, would frequently use the knocker with great force, and the irresponsiveness of the nail gave rise to this expression.

Truro News: The blast furnace at Acadia Mines was blown out Monday night, the rolling mills closed down, and work is practically at a standstill. The furnace will probably be relined before again put in operation, and it is thought that it will be in the vicinity of five or six months before it is running again. The mill is closed as per notice for one week. The mining has also been practically closed for some time.

An honest old blacksmith down in Texas, despairing of ever getting cash out of a delinquent debtor, agreed to take his note for the amount due. The debtor wished to go to a lawyer and have the document drawn up, but the knight of the anvil, who had been a sheriff in days gone by, felt fully competent to draw it up himself. This he proceeded to do, with the following result: "On the first day of June I promise to pay Jeems Nite the sum of eleving dollars, and and if said note be not paid on the date aforesaid, then this instrument is to be null and void and of no effect. Witness my hand, etc.

The annual meeting of the Standard Light & Power Co. was held on Saturday in Montreal, His Worship Mayor R. Wilson-Smith in the chair. Messrs. Cox and Carsley having been appointed scrutineers, reported that the directors had all been re-elected as follows: Messrs. R. Wilson-Smith, J. H. Burland, W. McLea Walbank, Peter Lyall, M. P. Davis, L. H. Henault and F. Daignais. At a meeting of the directors, held afterwards, the following officers were elected for the ensuing year: R. Wilson-Smith, president; W. McLea Walbank, vice-president and managing director, and E. Craig, secretary-treasurer.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

37 West Front Street Toronto

Orders filled promptly.

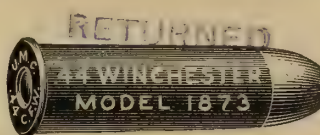
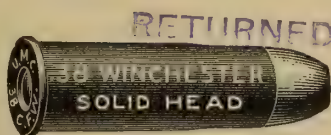
Our prices are right.

Cow Chains, Lanterns, X Cut Saws, Axes, Files, etc.

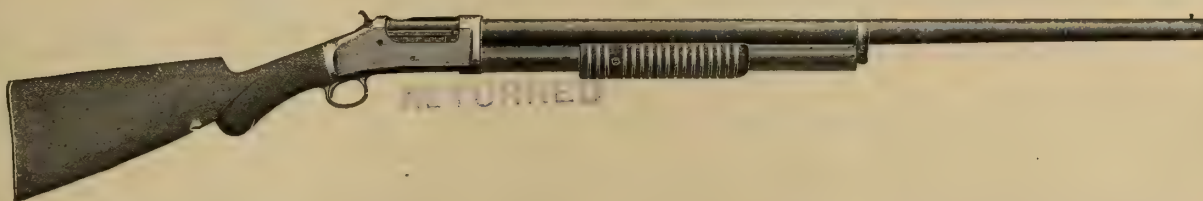


June 19/97

MARLIN AND WINCHESTER RIFLES. All sizes.



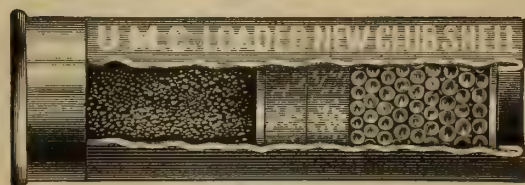
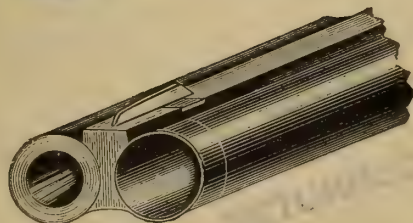
U.M.C. AND DOMINION CARTRIDGES. All sizes.



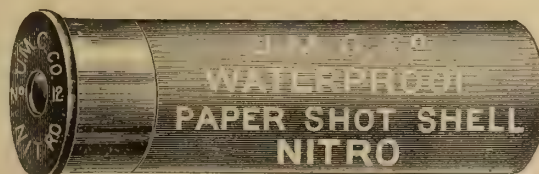
WINCHESTER REPEATING SHOT GUN. 12 Gauge Only.



Pieper's Shot and Rifle B. L. Gun.
12 Gauge Shell and
38-55 Cartridge.



FULL
ASSORTMENT
SHELLS
LOADED
AND EMPTY



AMERICAN DEAD SHOT **POWDERS** SCHULTZE SMOKELESS

GRAHAM Cut and Wire Nails are the Best.

H. S. HOWLAND, SONS & CO., - TORONTO

GOOD BUYING.

THE old saying that goods well bought are half sold is doubtless responsible for more mischief than good among business men. This is not the case because the saying is untrue in itself, but because it is commonly misunderstood. Many merchants have the idea that good buying is necessarily cheap buying; that to do thoroughly satisfactory work in this line they must succeed in beating down somebody's price. If they are satisfied they are getting their stock a shade less than the competitor is paying, they plume themselves on their ability as buyers and fancy they have done everything necessary to secure an easy sale for their purchase and a handsome profit on it. Their chief, if not their sole, aim is to hammer down prices, which they often do as much to their own detriment as to anybody's.

The people who are always bears in market, studying and striving to lower prices, do not seem to reflect that their own profits are diminished in proportion as they succeed in reducing the general average. It is really to the interest of all sellers to get high rather than low prices, the latter being in every respect the most profitable. No one questions that, as a rule, the profit is larger per ton on iron that sells for \$20 than on that which goes for \$10. The same principle applies all the way up the scale, so that other things being equal the higher the general range of prices, the larger will be the merchant's profit in turning over his goods. It might be urged in opposition to this that the retailer ought to pay as much as possible in order that he might thereby increase his profit in selling, which would, of course, be absurd, but it is hardly necessary for a good buyer to go so far as this. It is no more desirable that one should pay more than others than that he should use his efforts to break prices merely for the questionable advantage of paying a trifle less.

The general rule in prudent, sagacious buying should be to adopt that course which will best enable one to maintain a fair price and a legitimate margin in selling. The object in turning over goods and hence in buying, is to make a profit, and that is successful buying, or good buying, which best accomplishes this end. It might seem that the cheaply bought stock ought to stand the largest margin to be most easily sold, but this does not always prove to be the case. If it is cheap, there is some reason for it, which usually is that it is in some way less desirable. Hence the buyer finds that his stock cheaply bought must be cheaply sold, and that while he has inflicted some damage on himself and his competitors by breaking the established price, the per contra does not show an equivalent gain.

Many retailers are coming to see that

their best interest demands firm and stable prices, which they can depend on from month to month, and which they are sure are not going to be shaded in favor of a competitor just after they have bought. It is well understood that the cutting of prices does not increase the sale, and that the only advantage derived from close bargains is that realized by the consumer, whose purchases are so small individually that a difference of a few cents is hardly noticed. He will readily pay the difference, and buy no less, so that the cut is without compensating gain to anybody.—Age of Steel.

HOW SEAMLESS-DRAWN TUBES ARE MADE.

Solid drawn steel tubes have been made for years for boilers and general use, remarks an exchange, but the great demand arose when the safety type of bicycle came into vogue, the diamond frame requiring the use of a greater length of tubing and necessitating that this should be as light as possible. There are variations in the methods for producing a cold-drawn steel tube, but the principle of all is practically the same. Only a very high class of steel is suitable for the purpose, and that hitherto employed has been chiefly Swedish charcoal steel, containing a certain portion of carbon. The steel is taken in the form of a billet two feet long and about six inches in diameter. A hole is bored through the centre and it is heated, annealed and rolled into the form of a tube about $1\frac{3}{4}$ inches in diameter, with wall of about 10 gauge. This is then drawn through a die and over a mandrel by means of a draw-bench, until about 800 feet long, beautifully smooth and bright both within and without. This is not drawn at once, but in a number of operations, and between each of them the metal has to be repickled and reannealed to prevent crystallization, to which the drawing process tends to give rise. The first drawings of the tube leave it about three-eighths of an inch thick, but this gradually decreases until a tube is produced which is of the thickness of stout writing-paper. This is the class of tube employed in bicycles and that imparts a strength and rigidity out of all proportion to its lightness.

NOT A BAD SUGGESTION.

In every city of any importance, remarks Stoves and Hardware Reporter, there are a number of hardware stores which pay more or less attention to window displays. One would think that every such town would support at least one professional hardware window trimmer; one who could evolve handsome wall designs worked in small tools and steel goods or devise some particularly good spectacular or mechanical display.

He would not, of course, devote himself to a single house but make displays for different houses as required, or contract with a number of stores to change their displays once a week or oftener for a stipulated weekly or monthly sum.

ELECTRICITY AND BULLETS.

The effect of electricity on projectiles while in flight has been illustrated by some recent trials of the Swiss army rifle. The Journal de Geneve states that during this trial strange deflections of the bullets were noticed that could not be accounted for until it was discovered that an electric line paralleled the range. Experiments were made by building a line of four steel cables the full length of the range, 780 feet, and about 120 feet from it. When these cables carried a heavy current of electricity the lateral deflection for this distance was about 70 feet. For a longer range the deflection was much increased; with artillery and a range of 9,000 feet the deflection from the true line is claimed to reach the enormous amount of 14 degrees. It is not stated whether the deviation is toward or away from the electrical current.

OIL IN CAPE BRETON.

Messrs. Gardiner G. Hubbard, Alexander Graham Bell and George Kennan, of Washington, and Mr. William Harrington, the veteran prospector and developer, of Cape Breton, have discovered and are developing new fields of oil in the very much neglected oil fields of Lake Anslie and elsewhere. Modern machinery is to be procured at once for the purpose of boring to greater depths than ever have been reached and the operations are to be proceeded with at once. With such men as Hubbard, Bell and Kennan, together with a manager of Harrington's known ability, the success of the affair is almost a certainty. No one can doubt the existence of enormous quantities of oil at Lake Anslie, but the mode of previous explorations have been so imperfect that the result could not be otherwise than disastrous or disappointing, but with the present company matters will, no doubt, result differently. With oil outcrop discovered in goodly quantity last summer by Mr. McArthur in Newfoundland, there is no reason why Cape Breton should not be prolific in oil.—Sydney Reporter.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Scientifically Correct

Is the process of manufacture employed
in the production of . . .

GUELPH BAR IRON

FINEST IMPORTED IS NO BETTER.

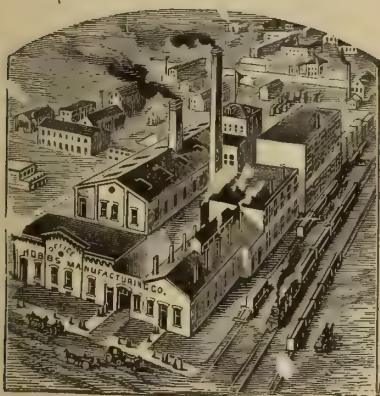
**FOR YOU-- PLEASED CUSTOMERS
IMPROVED TRADE**

by handling this Iron. Even, tough and true to gauge.

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH



Hobbs Manufacturing Company LONDON

The largest and most complete stock of glass in Canada.
We are the only house making and carrying the full line.

LOOK AT THIS LIST.

Mirrors,
Cathedral Windows,
Plate Glass,
German Mirrors,
Jewelled Windows.

Leaded Work
16 and 21 oz. sheet.
28 and 32 oz. sheet.

Enamels
Tints of every kind.

Mosaics,
Signs and Paper
Weights,
Stained Glass,
Portrait Work.

ASK FOR DESIGNS AND PRICES.

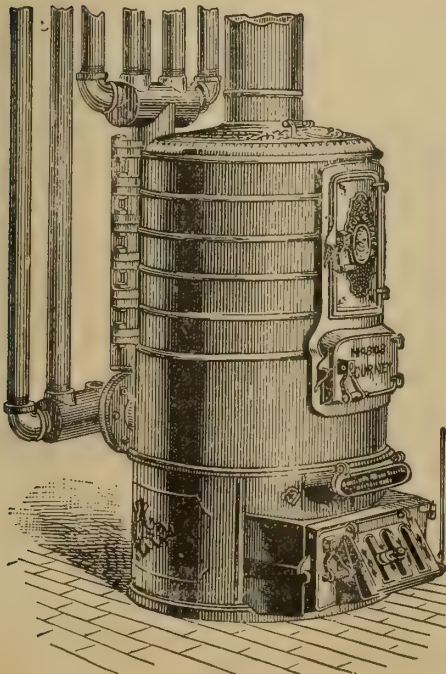
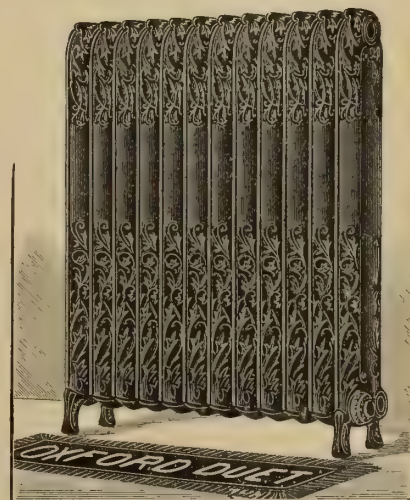
AFTER MORE THAN 50 YEARS of practical experiment and study
in the manufacture of Heating Goods, we are satisfied that

"OXFORD" Boilers and Radiators

For

HOT WATER OR STEAM

offer the very best
obtainable value
and satisfaction.



The **BOILERS** have unequalled construction and perfect circulation.

The **RADIATORS** are the world's standard of mechanical perfection. They never need repairing.

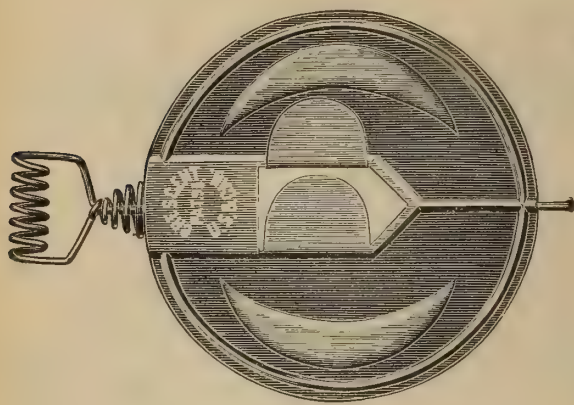
See our Catalogue for full description of the many sizes and styles. Our prices are always reasonable.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

Established 1860.

Incorporated 1895.



"Crescent" Dampers

Made of steel. The cheapest, simplest, and most durable damper on the market. Made in 5, 6, 7 inch. Write for prices.

THE THOS. DAVIDSON MFG. CO.

Coal Hods, Fire Shovels,
Stove Boards, Stove Pipe, etc.

LIMITED

MONTREAL

CHRONICLE OF THE COMMERCIAL TRAVELER.

WHO hath woe? Who hath contentions? Who hath corns on the bosom of his pants? Verily, he who goeth upon the road to travel.

He goeth forth in the morning with a light heart and a starched collar, and returneth at eventide with a soiled raiment and blisters on his heel.

He goeth forth like a roaring lion seeking whom he may devour, but lo, every man he meets smiteth him. He goes to the place where they do entertain strangers, and what he ordereth of the servant she bringeth not, and that which he doth not order is set before him.

And when the eventide has fallen he sayeth unto the keeper of the house:

"Behold, I would be wakened at the fifth hour of the morning, that I may depart to another country."

And lo, before it is yet light he knocketh loudly at the door in a loud voice: "Arise, that thou mayest depart on thy train."

And he that would arise awaketh in haste and putteth his right foot into his left shoe and girdeth himself quickly. And, behold, he weareth his clothes hindside before, so great is his haste thereof.

And the collar that should be girded about his neck is coiled in the upper storey of his hat.

And when he arriveth at the place from whence he would depart, he finds it is only the third hour of the morning, and he leaneeth against a telegraph pole, and in his heart he revileth the keeper of the house where-in he slept.

Or perchance he asketh to be awakened at the sixth hour of the morning, and lo, the servant man knocketh not until the eighth hour, and when he riseth the hired man looketh at him with a look of scorn.

He goeth forth to ride upon the railway.

Then cometh in a beautiful maiden, arrayed like the lilies, and behold she taketh

a seat afar off, but the dowdy woman with five children and a wart on her nose, taketh the seat nearest him.

Verily, man that is born of a woman and goeth upon the road is of few days and variegated rations. To-day he hath much that is good, and to-morrow the food is the withered grass, yet not so cleanly. Where he sleepeth, if there be much water he hath no towel, but if the water be gone he hath of towels five in number and a piece of soap.

Verily, he hath cause to murmur an exceeding great murmur.—Exchange.

THAT BARB WIRE FENCE.

A good deal of thoughtless ill-temper is vented on the barbed-wire fence, and the other day an Essex coroner's jury went so far as to request the coroner to ask the County Council to require such a fence to be removed because a laborer had scratched himself on it and had contracted blood poisoning. When we have suppressed everything whereby the proverbial carelessness of humanity may inflict upon itself serious or mortal hurt, we shall have gone a long way towards destroying industry and trade altogether. The object of the recent Act of Parliament in relation to barbed-wire fencing was to provide a means for preventing its use along a narrow thoroughfare where clothing might be accidentally torn or other injury caused to passers-by, but a coroner ought to know better than to encourage such blind zeal as the jury was led to manifest in the case mentioned. We were not always so strenuous for grandmotherly legislation. Are we becoming effeminate?—Hardwareman.

MAGNETS IN HOISTING WORK.

In foundries and workshops where large castings or forgings are handled by a crane, considerable labor is devoted to fastening chains around the object to be moved and then in detaching them. There is a growing tendency toward the use of powerful electro magnets for this purpose. One of

these is carried by the tackle, and it is only necessary to bring its poles into direct contact with a mass of iron or steel and then turn on the current in order to secure adhesion. When deposited in the proper place the current is switched off.

A DYING ART.

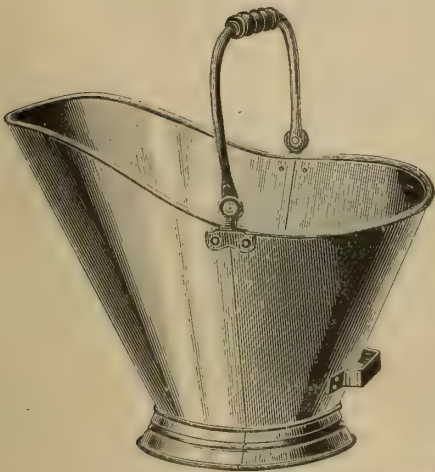
The art of key cutting by hand, one of the oldest and most interesting crafts in the Black Country, is in great danger of dying out, according to Hardwareman. Cast-iron keys are now being put to nearly all kinds of locks, and there are only two or three Willenhall firms who send out keys of wrought steel with the wards deftly cut in by hand. It is only by this process that anything like "security" can be assured, for whether key wards are cast or sawn by machinery there must be a large amount of uniformity, whereas in hand-made keys a variety of ward is almost guaranteed. It seems a misfortune that no apprentices are now being brought up to the art of key cutting, and to all appearance with the next decade it will be one of the lost crafts of the district.

IRON ORE ON THE MESABA.

The fact is that there is now too much ore in sight and it is too easy to mine it, says The Mesaba Range. The discovery of the Mesaba range has added hundreds of millions of tons to the visible supply. In the third year of its development it easily distanced all other ranges in shipments and its possibilities as a producer are now limited only by the carrying power of its railroads.

What was considered an immense output of ore in former years on other ranges is considered boys' play here now. Where hundreds of men were given employment in seasons past, a steam shovel and 30 or 40 men do the work now. If the owners of its mines were so disposed and its railroads could handle the product, the Mesaba range could supply the entire demand for iron ore this year of 1896. This very season it will ship more ore than the entire output of the Lake Superior field ten years ago. The consumption of ore must wonderfully increase before there can be anything like activity in the iron districts.

Brass Coal Hods



Open Pattern.

THESE GOODS
ARE
WELL MADE
HIGHLY POLISHED
QUICK SELLERS.



Helmet Pattern.

RETURNED
to Mr Booth
Oct 21
Manufactured by

PRICES ON APPLICATION.

RETURNED
to Mr Booth
Oct 2

The Booth Copper Co., Ltd. - Toronto, Ont.

Meat Cutters

Please Write for Prices

Enterprise

Nos. 5, 10, 12, 22, 32.

Hale's

Perry's

P.S. and W.

Sausage Stuffers
and Lard Presses

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

BEST METHOD OF MAKING AXLES.

AT the recent convention of railroad blacksmiths the following report was presented on the "Best Method of Manufacturing Axles:"

To make a good wrought iron axle we must have a good reverberatory furnace, clean gaseous coal, good scrap, steam hammer, suitable tools, and the necessary help required to do the work. Use such scrap as old arch bars, bridge plates, bridge rods, small car axles, etc. All scrap should be milled so that no foreign matter remains upon the iron. Cut your scrap into lengths of 18 inches long, having piling boards cut from any rejected lumber 18 inches long, 10 to 12 inches wide, by from $\frac{7}{8}$ inch to $1\frac{1}{4}$ inches in thickness. Also have a quantity of muck iron, or some iron that is nearest muck iron, such as splice bars, fish plates, etc., well milled and cut to lengths as above, and add about 30 per cent. of this muck iron to each pile you put up, well distributed. The slabs will not be so dry and there will be less danger of fire cracks, as the amount of flux will be greater. In piling your scrap use Beattie's system of piling: Have the scales near at hand and two small blocks of wood about the size of an ordinary fire brick. Place them on the scales edgewise and lay the piling boards on the blocks, then set your scale at the required weight, allowing a loss of from 10 to 13 per cent., according to the amount of muck iron you use to each 100 pounds. In milling your scrap use axle ends and flatten them out into plates as near the side of your piling boards as you can, and place one of these on the boards first; then pile your iron on top of this at an angle of about $22\frac{1}{2}$ degrees. You will now have two blank corners to fill up by using short pieces of iron the same thickness as the rest of the layer. You are now ready to commence the next layer by placing your scrap at the same angle but crosswise the first layer. Continue crossing at the same angle each consecutive layer until you are ready to top off, as your scales will tell you about how much more you need to complete the pile, when you place another plate on top of your pile, and it is now ready to be removed to a convenient place for charging. This system is thought by many to be the best. The iron so piled and worked into slabs and then into axles will stand severe tests, as the fibres are entwined about each other in such a manner that when the axle is completed it seems almost impossible to break it, provided the iron has been properly heated. Some of our committee favor a two-slab axle, while others favor a three-slab axle, but this is a question that will have to be left with the railroad companies that use them to determine. A great many

of our leading railroad companies have had made for their own use a muck bar axle under specifications of their own. This axle has proven to be very good and has given good service. The question may be asked: "Why do they want a muck bar axle?" The answer comes back: "The times are changed and we must change with them." We cannot get wrought iron scrap that is free from steel, as there is so much steel in use now by car manufacturers that it is impossible to get miscellaneous wrought scrap without there being steel scrap in it. If a piece of steel gets into a pile of wrought scrap and the pile is worked into a slab, you will find if you break the slab that the iron has all been worked into one mass, or changed from a lot of small pieces into one piece, but you will find that piece of steel in about the same shape or condition as when it went into the pile. You will also find that the iron has worked over and passed by the steel, from the fact of the steel being hard and the iron being soft, and the iron keeps moving over the steel. At every blow of the hammer you will find also that right at that point where the steel is located the slab is weaker than at any other place.

NOVA SCOTIA NOTES.

THE Bridgeville, Pictou County, iron mines have been sold. The purchasers are: Geo. E. Munro, Mayor of Westville, and Donald Grant, contractor, New Glasgow. These mines were the property of the Pictou Charcoal Iron Co., and are in the immediate vicinity of the extensive works of the New Glasgow Iron, Coal and Railway Co. Works were erected some five years ago and iron manufactured on the charcoal system. Owing to the limited capital and strong competition, the company suspended operations, and for the past couple of years have been supplying ore to the other company. The price paid is said to be \$16,000. The principal owners were James D. McGregor, Daniel McDermid, and D. K. Grant.

The People's Heat and Light Co., the new concern in which H. M. Whitney, of Boston, is so largely interested, has effected the purchase of the Halifax Gas Light Co.'s works and business. The latter company have had a monopoly for over 50 years, but the operations of the new company caused its stock to tumble and the company was glad to sell out, to save themselves. The price asked in the first instance was \$400,000, but it is understood they came to terms on very little over half that amount.

The iron works at Londonderry have closed down indefinitely.

Gold mining in Nova Scotia is booming.

J. A. Asquith, of Ottawa, has purchased a valuable property in North Brookfield. The Associates Company, in the same district, are putting in the Thies chlorination process and are erecting a fifty-stamp mill.

PNEUMATIC TIRES.

IN The Bulletin of the Society of Civil Engineers of France, M. A. J. Michelin gives an exhaustive account of some tests made to determine the efficiency of pneumatic tires in contributing to the ease and comfort of a vehicle. With the usual French thoroughness he describes the earliest pneumatic tires and reprints descriptions of them published in 1846. His own experiments were made with the pneumatic tire and the ordinary wheel, and there were five series in all. The first was made on three days, when the ground was covered with two inches of snow, when the same was melting and when the ground was muddy. The results obtained showed that with the empty carriage moving at a walk through the snow the draft was 35.9 pounds with the iron wheel and but 25.2 pounds with the pneumatic tire. At a trot, with a load of 660 pounds, the pull was 68.6 pounds and 39.5 pounds respectively. In the mud, under the same conditions of load and speed, the pulls were 35.2 and 50.7 pounds for the iron wheel, and 23.1 and 31.2 pounds for the pneumatic tire. The other tests consisted of pulls of varying speeds over macadam, paved and ordinary roads, and in every instance the pneumatic tire showed a saving in pulling power of from 30 to nearly 50 per cent. As to comfort, the well-known silence of the pneumatic tire is enlarged upon; also careful measurements were made to show the difference in the vibrations caused by the two types of tires, and in this the advantages of the pneumatic tire were clearly shown. Its springy action is demonstrated by the fact that when it is made to pass over three obstacles there is a wavy motion given to the diaphragm, and that if two of the three are removed the same wavy effect remains. Hence the elasticity of the pneumatic tire is proven by the rhythmic vibrations that it produces. But the main feature of interest in the matter lies in the fact that the actual amount of power required to pull a carriage equipped with pneumatic tires is very much less than it is when ordinary wheels are used.

A TOWN WANTS INDUSTRIES.

The Town Council of Kemptville, Ont., is anxious to encourage the location of industries in its town, and correspondence is solicited.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star. Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

CASSIDY'S RECORD ON HIS PINK FLYER.

FROM Hamilton to Toronto on a McCready bicycle without a dismount in a few minutes more than two hours and a half is what Herbert Cassidy accomplished. The best previous time for the course was some seconds over two hours and fifty-eight minutes. As on that occasion, the course was from The Herald office, Hamilton, to The Mail and Empire office, Toronto, a distance of about 45 miles. Cassidy, therefore, lowers this record by nearly 23 minutes. Special sanction for the performance was secured from the Canadian Road Club, upon whose book the time will be placed as record. Herbert Cassidy, by his remarkable ride, clinches his title to the amateur championship among road riders of this city. In the recent R. Q. T. race he proved himself the speediest of three hundred and twenty-five of the fastest riders in the province, and those who took advantage of the famous barrel incident to question his ability to make the time credited to him in that race, are now silenced. A rider who goes out by himself, and, unpaced, beats the best previous paced time for a course of 45 miles by nearly half an hour, is not the man who is apt to shy at a barrel in the road. Cassidy did turn the barrel. In the journey he rode a 20-pound Mc-

Cready racing machine, geared to 76 and shod with racing tires.—Toronto Mail.

RETAILERS' COMPETITION.

Referring to retailers' competition Mercantile Journal says: "Never was it fiercer, more perplexing or more general. None escape it, not even the richest, most popular and old established firms. Its power is augmented by publicity—generous advertising in mediums which reach every class of consumers. This competition, speaking generally, cannot be called irregular, unfair or in any way of a character to impair the confidence of consumers. It is of a two-fold nature.

"In order to meet the new forms of competition, or, rather, the newer methods of distribution, the retailers must be thoroughly familiar with the aims, methods or service of their new competitors, just as the successful general acquaints himself with the aims, conditions and methods of the enemy and is so prepared against surprises and places himself in a position to strengthen his defence or assume the aggressive.

"The best way to keep posted about new competitors is by personal inspection of their stores. Become regular patrons and thus be placed in a position to know every detail of their work. Test the truth of their advertisements and see if the statements of

quality and comparative prices are correct, and whether the goods are any better or sold at any less margin than your own."

GROUPING RELATED INDUSTRIES.

The grouping of related industries in centres of manufacture and distribution is very forcibly illustrated in the famous old town of Birmingham, England, remarks an exchange. Its industrial reputation and importance has been recognized in many instances by the adoption of its name in other countries for young and ambitious industrial cities. It is perhaps a question as to whether any other manufacturing city can show the same congress of multifarious interests and the same honored roll-call of finished metallic products known the wide world over. In the manufacture of hardware products some 1,445 firms turn out everything from a lock and key to a ship's anchors, from screws to safes, from buckles to the highest type of modern firearms, and so on almost indefinitely in the lines of screws, nails, chains, nuts and bolts, etc. Tools of all kinds are turned out in huge quantities, and every conceivable use that can be made of the various metals is here practically exemplified. It has taken a series of decades to centralize so large a coterie of related industries. In other countries where conditions are favorable, the same process will be repeated. It is simply a matter of time and industrial gravitation.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR...

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 2, 1896.

HARDWARE.

THE volume of business in shelf hardware continues good, but in other lines trade is extremely limited. The makers' associations are holding their quarterly meetings this week, and the latter remark applies more especially to lines handled by them. Once prices have been fixed, however, trade should improve. The discounts on wire nails have been increased from $2\frac{1}{2}$ to $7\frac{1}{2}$ per cent. The week has furnished nothing special except that a good trade continues in sleigh bells, cow ties, table and pocket cutlery and sporting goods of all descriptions. Draining tools and axes have also secured considerable attention.

PLAIN WIRE—The makers are in session at present, but at this writing have decided on nothing in regard to wire. We repeat the old basis. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—No change as yet announced. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—The makers have reduced the cost basis of wire nails from $2\frac{1}{2}$ to $7\frac{1}{2}$ per cent. The new discounts are as follows: 70 and 12½ Ontario, freight prepaid on 10-keg lots, where rate does not exceed 25c. per 100 lbs. 70, 10 and 5 f. o. b. Montreal in

Quebec, 70 and 12½ Maritime Provinces and British Columbia, and 67½ Manitoba and Territories.

CUT NAILS—There has been no change in the basis on cut nails, which remains at \$2.75, f.o.b. Montreal.

HORSE NAILS—A fair demand is noted for horse nails, and no change has been given yet in discounts and the majority don't expect any. Discount, 50 per cent.

HORSESHOES—Continue fairly active. Prices are unaltered as yet at \$3.50 for iron, and \$4.75 to \$5.75 for steel, as to brand.

TACKS—The changes in tacks have already been announced. All that was done at the meeting this week was to confirm the changes already made.

SCREWS—At this writing no change has been announced in screws. Discounts: Flat head bright, 80, 10 and 5 per cent.; round head bright, 75, 10 and 5 per cent.; flat head brass, 77½, 10 and 5 per cent.; round head brass, 72½, 10 and 5 per cent.

BRASS AND COPPER WIRE—Quiet with no change yet announced. Jobbing basis is still 12½ per cent. off.

CARRIAGE BOLTS—A steady call has been experienced for these, with discount 60 per cent.

IRON RIVETS—Moderate orders were noted this week. Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—There is a fair enquiry for these, with discount 50 per cent.

ROPE—A fair demand is noted. We quote: Sisal, 6½c. for 7-16 and upwards, and manilla, 8½ to 8¾c. for 7-16 and upwards.

SLEIGH BELLS—Satisfactory orders for these are generally reported.

BELTING—Prices are still more or less unsettled.

CHAIN—Cow ties continue to move with a fair degree of freedom.

CUTLERY—Both table and pocket cutlery continue in good request. Stocks are generally admitted to be light.

SPORTING GOODS—The movement in guns, rifles and ammunition is still an expanding one.

APPLE PARERS—Orders for these still keep up well.

PLUMBERS' SUPPLIES—There has been a moderately good trade in these.

CHURNS—The discount is unchanged at 70 per cent. and a limited demand is experienced.

CLOTHES WRINGERS—Orders for these are generally considered satisfactory. We quote \$26.50.

AXES—Demand for these continues active, ordinary at \$7, buck at \$5.75, and small steel, \$5.50.

TOOLS—Small lots of draining tools are asked for.

TINWARE—The demand for stove furnishings of various kinds keeps up well.

IRONWARE—Kitchen ware receives due attention. Orders for enamelled and granite ware are well maintained.

BUILDING PAPER—Prices in the case of round lots of plain and tarred roofing have been shaded, but we quote: Plain building, 30 to 35c.; tarred lining, 40 to 45c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—There is a good demand for

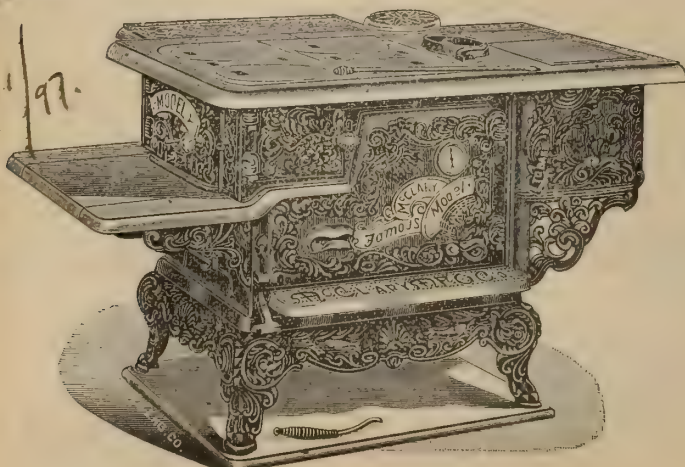
FAMOUS MODEL WOOD COOK.

Every dealer knows our "Model"—for many years it has led the trade. Our new stove "Famous Model," while retaining the general features of the "Model" has many new points and original ideas. The economical working is wonderful. Oven cemented top and bottom. Fire-back and oven ventilated. Steel oven bottom. Thermometer in oven door. Everyone who has tested this cannot speak too highly of it. Safety expansion reversible top. A perfect stove and an easy seller.



The McCLARY MFG. CO. Ltd.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER



The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of

MONTREAL



For

Hoisting Mining Elevators Guys, etc. **Clothes Lines and Semaphores . . . Wires.**

(Send for 1896 Catalogue—P. O. Box 2274.)

A Tree...

is known by the fruit it yields; a brand adopted by a manufacturer is a pass-word to favor if it represents a good article. The "C" brand of horseshoe nails has been made and sold by us for over thirty years in Canada, and to-day maintains the first place in the estimation of those who buy or use them. In ordering from your dealer, insist on being supplied with them only.

THE CANADA HORSE NAIL CO.
MONTREAL.

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

cement. English at \$1.95 to \$2.05 and Belgian at \$1.80 to \$1.90.

FIREBRICKS—There is a steady demand for these at \$16 to \$21 per 1,000.

METALS

There are few changes in heavy iron and metals, in which business is strictly confined to actual wants.

PIG IRON—Continues quiet, as last noted. Scotch pig is not wanted at all, and business is confined entirely to domestic. Business has been done in Ferrona and Siemens at \$16.50 to \$17.50.

BAR IRON—The easy feeling in bar iron continues, and \$1.55 has been shaded 5c. in car lots. We still quote it for ordinary quantities, however, f.o.b. Montreal.

HOOPS AND BANDS—Business has been of a fair kind at \$2.20 to \$2.30.

SHEET STEEL—Only small lots are asked for and prices are unchanged at \$2.50 to \$2.75.

SHEET IRON—A few small orders sum up the week's movement. The basis was \$2.60 to \$2.70.

TINNED IRON—A fair jobbing demand has continued for this line at \$5.75 up to 24 gauge.

GALVANIZED IRON—Some fair import orders are noted, but the general run of buyers are small operators just now. We quote: "Queen's Head," \$4.35 to \$4.50.

LEAD PIPE—The makers at their meeting this week simply confirmed the old range, 7 to 7½c., with 30 per cent. off.

PIG LEAD—Some fair-sized lots have changed hands at \$3.15 to \$3.25.

PIG TIN—Quiet and steady at 15½ to 16c.

INGOT COPPER—Was featureless this week at 12 to 13c.

SHEET COPPER—A few small lots on the basis of 16c. were the only business noted.

IRON PIPE—No change is yet announced in this line. Discounts, 65 to 70, 10 and 5 per cent.

CANADA PLATES—There has been a good demand for Canada plates, and prices are held firmer at \$2.20 to \$2.25.

TIN PLATES—Have continued inactive. In several cases jobbers' stocks are considerable, and the fact has its influence. We quote: Coke \$2.75 and charcoal \$3.25 to \$3.75.

TERNE PLATES—There is a fair demand for these in a jobbing way, and prices are steady. We quote \$5.75 to \$6.25.

SOLDER—Values steady at 11½ to 13c., under a moderate demand.

SHEET ZINC—There is a moderate jobbing trade passing at 5 to 5¼c.

SPELTER—A few lots move at \$4.50 to \$4.75.

ANTIMONY—Continues as before at 10c.

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

**BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS**

Have you any? Yes or no.

TELEPHONE 1729

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

One Reason

so many dealers have trouble with the varnish, Japan and driers they sell is that they buy as a rule from the man who quotes the lowest price. It's a mistake to buy these goods this way.

No matter how cheap you buy them, the man who sells them is going to make a profit. When the price is low, the quality is low.

Better buy a brand that's standard and been known as such for a generation, such as Pratt & Lambert's. Our prices are as low for the quality we give as any other.

Made in Canada by

The Cottingham Varnish Co.

LIMITED

Montreal.

GLASS.

The tone is firm on window glass, in sympathy with outside markets, but no quotable change is to report. Business is fairly active. First break, \$1.30; second, \$1.35 to \$1.40, per 50 feet; and \$2.80 to \$3.00 for third break, per 100 feet.

PAINTS AND OILS.

There has been an active trade in paints. Linseed oil continues weak, while the firmness of turpentine is accentuated.

WHITE LEAD—Active and steady. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Fair jobbing trade. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—There is a good demand of a sorting character.

LINSEED OIL—Continues slow under heavy supplies, and prices were cut 2c. this week. We quote raw 45c. and boiled 48c.; 5 and 10-barrel lots 1c. less.

TURPENTINE—Another advance of 1c. is to note in turpentine, which we quote firm at 39c. for 5-barrel lots and 40c. for single barrels.

NAVAL STORES—No change. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

SEAL OIL—The market here is very bare of this oil, and prices have advanced 2½c. per gallon. Recent sales of 100-bbl. lots were at 40c., and to-day jobbers are asking and receiving for small lots 42½ to 45c.

CHEMICALS, ETC.

There is no change in chemical values, but they have shown rather more activity of late. We quote: Bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

HIDES.

The firm feeling is maintained in hides, but business is quiet. We quote prices higher at 5 to 7c., dealers paying 1c. less to butchers, according to grade.

PETROLEUM.

The petroleum market is quiet with a firm feeling. We quote: Canadian, 16½c. and American 20c., in single barrels, car lots, of course, being had for less money.

ASHES.

Continue quiet and steady. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

There has been another decline in the price of linseed oil of 2c.

Wire nails have been reduced from 2½

to 7½ per cent., according to the territory in which they are sold.

Strength in turpentine continues, prices being advanced 1c. this week.

The rebate allowed to regular traders on cut nails has been increased to 10c.

The recent changes in tacks made a fortnight ago were confirmed at the Montreal meetings.

The old range on lead pipe was renewed at the quarterly meetings, viz.: 7 to 7½, with 30 off.

ONTARIO MARKETS.

TORONTO, Oct. 2, 1896.

HARDWARE.

BUSINESS continues in a fairly satisfactory condition, all the houses being well employed. Wire nails and screws have been reduced in price. A like condition of affairs is to be noted in building paper. Trade is fairly brisk in wires coming under the classification of plain. The demand for barb wire shows no improvement as yet, notwithstanding the lower prices. Business, if anything, is a little better than it was in cut nails. The same may be said of horse nails, only the improvement is probably more marked. Some large orders are reported for brass and copper wire. The improvement noted in the demand for rope last week was only temporary, very little business now being done. An active trade is still being done in sporting goods. A few orders are still being received for apple parers. Increased activity is to be noted in the demand for plumbers' supplies. The demand for reaping and corn hooks seems to be about satisfied. Trade in fall specialties has increased during the week, and in tinware specialties it is good. Payments are fair.

ORDINARY FENCE WIRE—Orders are still very few, and prices are unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

PLAIN WIRE, ETC.—A few good orders have been received for bright wire. Trade has increased in coppered iron; but in coppered spring there is very little doing at the moment. We quote: Tinnings', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal or Hamilton; no freight allowance.

BARB WIRE—Notwithstanding the recent reduction in price, the demand does not appear to have improved, dulness still being the feature of the trade. We quote for Ontario (towns on Midland Railway exclud-

ed, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—As noted elsewhere, the manufacturers have increased the discounts on wire nails. Trade is much about the same as a week ago. Discounts are 70 and 12½ Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—Business, if anything, is a little better than it was. The manufacturers made no change in the base price. Base price, \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade has improved a little, orders during the past week having come in more freely. Discount, 50 per cent.

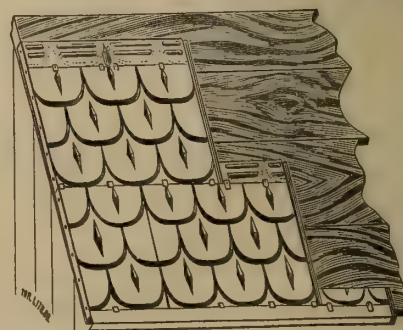
HORSESHOES—A little better business is also being done in horseshoes. We quote, f. o. b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—The discounts on this line have been increased, the price being put back to what it previously was. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Some large orders have been received during the week for both lines, and trade in general is much better. Discount, 10 to 12½ per cent.

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

CARRIAGE BOLTS—Trade is only fair. Discount unchanged at 60 per cent.

RIVETS AND BURRS—There is no particular rush, although a fair quantity of goods is moving. We quote: Stove bolts, 60 and 10; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—The improvement noted last week has been lost, very little now being done in either sisal or manilla. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—Trade is of a sorting-up character and fair.

SPORTING GOODS—The demand for loaded shells, cartridges and powder keeps brisk. Guns and rifles are moving only fairly well.

APPLE PARERS—A few orders are still being received, but quantities wanted are not large. Prices range from \$3.75 to \$5.25.

PLUMBERS' SUPPLIES—An improvement is to be noted, and it covers general lines.

CHURNS—Still dull. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—The slight improvement noted a week ago seems to have been maintained. We quote \$26.50 as the ruling price.

TOOLS—A noticeable decrease is to be noted in the demand for reaping hooks and corn hooks, but for scoops, hay knives, etc., the increase previously noted has been maintained.

AXES—Orders are moderate.

BUILDING PAPER—Orders are coming in quite freely now. Prices are 3c. lower on plain and tarred linings. We quote: Plain building, 32c. per roll; tarred lining, 42c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—The demand is steadily increasing for rope halters, web halters and cow ties. Quite a number of orders have also been received for sleigh bells. Orders are now being booked freely, and shipments being made, for snow shovels (principally steel). Cinder sifters are going out freely, besides being booked for future delivery.

TINWARE SPECIALTIES—Business continues good for coal hods, stove boards, etc.

CEMENT—Business is fair and prices unchanged at \$2.20 to \$2.50.

METALS.

The demand for sheet steel has increased materially and there is a good business be-

Sheet Steel Pressed Brick

Suitable for the outside walls of all classes of wooden buildings, Warm in winter, cool in summer.

The "OWL" Brand is the only original.

Beware of inferior imitations.



Metallic Roofing Co., Ltd. Cor. King and Dufferin Sts. Toronto

ing done in black iron. Galvanized iron continues active. Some large sales are reported in sheathing copper. The same remarks apply to tin plates. Zinc spelter is a little more active, but sheet zinc is quieter than it was. Prices are much as before.

PIG IRON—We hear of no transactions locally, and quotations are nominal. We quote \$17 for No. 1 domestic and \$16.50 for No. 2 in carload lots, Toronto. A feature of the situation in the United States is easier prices on low phosphorus iron.

BAR IRON—Dull and unchanged. Base price \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is only fair. We quote \$2.25.

SHEET STEEL—The demand has increased materially during the past week, especially for the "Dead Flat." At the same time some good orders for ordinary have come to hand. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—Trade has been exceptionally good, and especially so in the lighter gauges. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

TINNED IRON—Quiet and featureless. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

GALVANIZED IRON—Remains active, and import orders are coming in freely. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¾c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less, and small lots are ¼c. higher.

LEAD PIPE AND TRAPS—At a meeting of the manufacturers held in Montreal, it was

decided to allow prices to remain as they were before. Business is fairly good. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet, with discount unchanged at 60 and 5 per cent.

PIG LEAD—Not much doing. The ruling price is 3¼c., but this figure would be shaded for quantities.

INGOT TIN—No transactions in round lots are reported, but orders for small quantities are numerous. We quote ordinary quantities at 16c.

INGOT COPPER—Quiet and unchanged at 12c.

SHEATHING COPPER—A number of large sales are going through this week for special sizes, and shipments from stock have also been better than for some time. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—The volume of business is not as heavy as it was, for while a good many orders are still being received, the quantities wanted are small. Discounts on Canadian pipe from stock are as follows: ¼-inch, 65 per cent.; ¾ to ½-inch, 67½ per cent.; ¾-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Trade is steady. We quote: Domestic, galvanized, 30 gallons, \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$5.50; 35 gal., \$6.50; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Stocks of all bright are practically exhausted. Half-and-half is now being called for freely, as well as the

light sheets, such as 60 and 75 to the box. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—Some large sales were reported this week for stamping plate. Trade in the ordinary cokes and charcoals has also been better. We quote: Charcoal, M. L. S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Orders are coming in a little more freely, but business is still far from being satisfactory. Quotations on coil chain are: $\frac{1}{4}$ in., 4 $\frac{3}{8}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—A few orders have been received during the week, but in general trade is quiet. We quote: I C, \$6; I X, \$8.

ZINC SPELTER—A slight improvement has been shown, but quantities wanted are only small. We quote 4 $\frac{1}{2}$ c. for ordinary lots.

SHEET ZINC—Business in this line has fallen off during the week. We quote 5c. for cask lots and 5 $\frac{1}{4}$ c. for small lots.

ANTIMONY—Very little doing during the week. We quote ordinary quantities a 9 $\frac{1}{2}$ c.

OLD MATERIAL.

It is getting late in the season, and there is very little scrap coming in as a consequence. Prices are without change. We quote: Agricultural scrap, 45 to 47 $\frac{1}{2}$ c. per cwt.; machinery cast, 47 $\frac{1}{2}$ to 50c. per cwt.; stove cast scrap, 27 $\frac{1}{2}$ to 32 $\frac{1}{2}$ c.; No 1 wrought scrap, 40 to 45c. per cwt.; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 $\frac{1}{4}$ c. per lb (bottoms), heavy scrap copper, 7 $\frac{1}{2}$ to 8c.; new light, 7 to 7 $\frac{1}{2}$ c.; light scrap brass, 4 to 4 $\frac{1}{2}$ c.; heavy yellow scrap brass, 5 $\frac{1}{2}$ c.; heavy red scrap brass, 6 to 6 $\frac{1}{2}$ c. scrap lead, 2c.; zinc, 1 $\frac{1}{2}$ to 1 $\frac{3}{4}$ c.; scrap rubber, 3 $\frac{1}{4}$ to 3 $\frac{1}{2}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

The demand for window glass continues to improve slowly, but the volume of business is not satisfactory, and prices, it appears, are being cut. Trade is still fairly good in plate glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.60.

PAINTS AND OILS.

The market for paints and oils can be reported as decidedly better than for several weeks. The extremely low price asked for

linseed oil has induced buyers, who look upon the present low figure as an extremely exceptional one, and a decided advance may take place at any moment. Turpentine has lost its sluggishness, and an advance of 2c. per gallon is recorded. Indications in the United States point to an almost overwhelming belief that McKinley will be elected, and at the moment there is no tendency to sacrifice staples. The effort to maintain prices of white lead at a slight advance over cost has not been altogether successful, and a great deal of cutting is going on. This is considered very foolish, as stocks are light and, considering the time of year, there is a good turn-over in the leading brands. The sale of ready-mixed paints is very light. Varnishes and japans are being shipped more freely; still to keep the numerous factories going steadily there is room for a vast improvement in the demand for this important branch of the paint and oil trade. There is a slightly better feeling in the glue market, and several small lots have been placed in the hands of the local agents for importation, chiefly from Chicago. Putty is in fair demand.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 45c.; ditto, 5 to 9 barrels, 44c.; boiled, 1 to 4 barrels, 48c.; ditto, 5 to 9 barrels, 47c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote: 1 to 4 barrels, 42c.; 5 to 9 barrels, 41c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32 $\frac{1}{2}$ c.

CASTOR OIL—In cases, 7 $\frac{3}{4}$ c. per lb. and 8 $\frac{1}{2}$ c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2 $\frac{1}{2}$ to 3c. in barrels and 4 $\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 $\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

HIDES, SKINS AND WOOL.

HIDES—Are $\frac{1}{2}$ c. higher, with cured quoted at 7c. Dealers pay 6 $\frac{1}{2}$ c. for No. 1, 5 $\frac{1}{2}$ c. for No. 2, and 4 $\frac{1}{2}$ c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins 60 to 65c.

WOOL—Receipts are limited and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20 $\frac{1}{2}$ c., and extras, 21 to 21 $\frac{1}{2}$ c.

PETROLEUM.

The volume of business is increasing. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15 $\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 $\frac{1}{2}$ c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Turpentine is 2c. per gallon dearer than a week ago.

Both plain and tarred lined building paper have been reduced 3c. per roll.

The Consolidated Plate Glass Co. of Canada, Ltd., are busy getting their fall shipments into warehouse. They report business good.

The manufacturers at their meeting in Montreal this week decided to reduce the price of wire nails. A like decision was arrived at in regard to screws.

Fred W. Wilkes, plumber and tinsmith, 156 Dundas St., Toronto, assigned on Thursday to Henry Barber & Co. The statement shows liabilities of \$2,000, with assets nominally the same.

The James Robertson Co. Ltd. report that their sales of plumbing supplies are beyond even their expectations. They claim that they owe this to fitting up their extensive sample room for this line of goods, as well as to their extensive advertising.

UNITED STATES MARKETS.

NEW YORK, Oct. 2, 1896.

PIG TIN—As far as business in the New York market is concerned, nothing that would contrast with what has been going on for a considerable time past can be reported. Consumers adhere to the policy of buying only as well defined wants may suggest, and jobbers seem to be quite as conservative. Speculation is next to nothing, and even tendency that way is still confined to a few regular operators in contracts. Spot prices were steady at 13c. cash and 13.05 to 13.10c. f.o.b. for lots of 5 tons or more.

COPPER—Exporters are, to all accounts, placing none but unimportant orders, and

purchases for home trade account are as commonplace as they have been for some time past and moderate all told. Still no unusual offering is made from any quarter and sellers make no inducement in the form of modified prices. For that matter the mining companies and other holders are fairly firm in their ideas of values of copper for delivery during the balance of the year. The figures quoted are $10\frac{3}{4}$ to $10\frac{7}{8}$ c. for Lake Superior, $10\frac{1}{2}$ to $10\frac{5}{8}$ c. for electrolytic, and $10\frac{1}{4}$ to $10\frac{1}{2}$ c. for casting stock. The rumor had circulation that one of the prominent Lake Superior companies has very recently made some extensive sales in Europe at prices below American market quotations.

PIG LEAD—The demand was very moderate, and buyers generally were reported to have manifested the same indifference that they have shown for some time past. Sellers are not urging any class of the metal upon the market, but enough comes out to keep prices from going above 2.80c. for common domestic. London cable was £11 6s. 3d. for soft Spanish.

SPELTER—A moderate business only is being effected here, and enquiries come this way at a slow pace. Better reports from the west give more tone to the market, however, and 3.65 to 3.70c. are apparently close prices for other than inferior western product. London cable was £16 17s. 6d for good merchant brands.

ANTIMONY—Business is moderate and prices are without important change. Regulus quoted at $7\frac{1}{4}$ to $7\frac{3}{4}$ c. for Cookson's; $6\frac{3}{8}$ to $6\frac{1}{2}$ c. for Hallett's, and $6\frac{3}{8}$ c. for Japanese.

TIN PLATE—No improvement in sales of any class of plates is reported here, and the general demand continues light. Prices are unsettled and rather weak for American for prompt or future shipment from the mills.

IRON AND STEEL—Ordinary purchases of foundry grades by consumers make up about the entire business in pig iron at the moment, but the entire movement makes a very fair showing, and prices are held quite steady.

Old material finds very limited outlet, and the demand is moderate, with bids generally a good margin below sellers' figures.

In manufactured goods there is only a fair amount of business, and prices are unchanged.

A HINT ON GLUE DISPLAYS.

When in hardware stores, remarks Stoves and Hardware Reporter, one frequently notices small racks of glue, bottles of cement and various small sundries, the sign over which has become dirty and dim. These little things are apt to create an unpleasant effect on the fastidious customer. Covering the worn announcement with a bright new display card is a simple matter, but is worth the trouble it takes. Too much care cannot be spent in keeping all interior fixtures, display cases and racks free from dust and dirt.

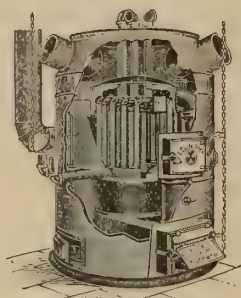
Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**



The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating Engineers

189-193 Queen St. East **TORONTO**



BOECKH'S STANDARD

The leading brushes and handled by the leading trade of the Dominion.

BRUSHES

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

CHAS. BOECKH & SONS

Offices and Warerooms, 80 York Street.

Montreal Branch, 301 St. Paul Street.

Factories, 158 to 168 Adelaide Street West, Toronto.

. . . MANUFACTURERS . . .

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable

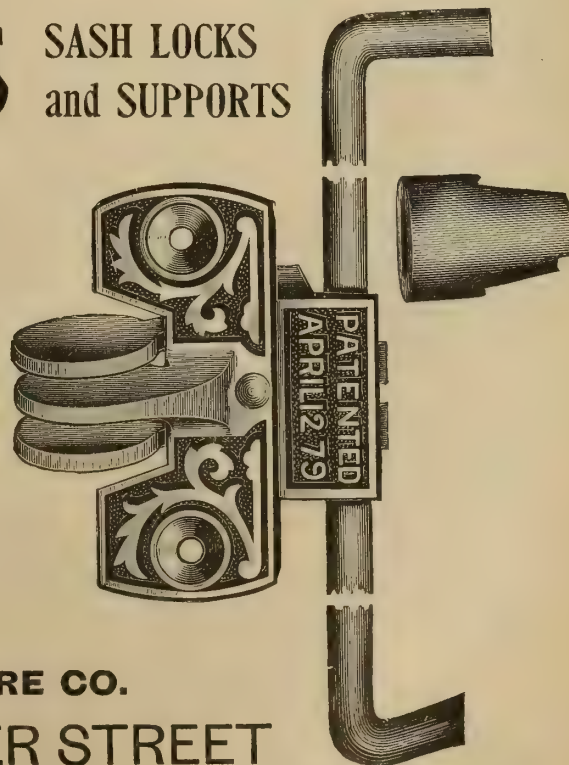


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



CANADA THE GREAT ASBESTOS COUNTRY.

THE use of asbestos in manufacturing is increasing, and new uses are being almost daily found for it—uses for which a satisfactory substitute might be hard to find. The following abstract from an article on this subject in The N.Y. Evening Post may therefore prove interesting:

"In itself, asbestos is a physical paradox, a mineralogical vegetable, both fibrous and crystalline, elastic yet brittle, a floating stone, but as capable of being carded, spun and woven as flax, cotton or silk. It is apparently a connecting link between the vegetable and mineral kingdom, possessing some of the characteristics of both. In appearance it is light, buoyant and feathery as thistledown; yet, in its crude state, it is dense and heavy as the solid rock in which it is found. Apparently as perishable as grass, it is yet older than any order of animal or vegetable life on earth. The dissolving influences of time seem to have no effect upon it. The action of unnumbered centuries, by which the hardest rocks known to geologists are worn away, has left no perceptible imprint on the asbestos found imbedded in them. While much of its bulk is of the roughest and most gritty materials known, it is really as smooth to the touch as soap or oil. Seemingly as combustible as tow, the fiercest heat cannot consume it, and no known combination of acids will destructively affect the appearance and strength of its fibre, even after days of exposure to its action. It is, in fact, practically indestructible. Its incombustible nature renders it a complete protection from flames; but beyond this most valuable quality, its industrial value is greatly augmented by its non-conduction of heat and electricity, as well as by its important property of practical insolubility in acids.

"As a matter of fact, Canada contains the greatest asbestos region of the world, in the sense that while its mines are practically unlimited in productive capacity, the product is of a quality which fully meets the requirements of the newest and most exacting of the innumerable uses that are daily being found for it.

"One of the largest branches of asbestos manufacture is that of sectional cylinders for pipe coverings for retaining the heat of steam and other pipes, felt protective coverings for boilers, frostproof protection for gas or water pipes, and cement felting, which can be laid on with a trowel, the covering of steam pipes, boilers or stills. In some of these cases, where it is only necessary to retain the heat, the asbestos is mixed with other substances; but where the protection must be fireproof as well, only asbestos is used. The utility of such covering is well illustrat-

ed in the heating system of railway cars. The main pipe from which the individual cars draw their respective supplies is protected by this material.

"To the electrical engineer, asbestos is absolutely indispensable. Many parts of electrical devices and machinery and wires through which the electric current passes become heated, and were it not for the electrical insulation and heat-resisting qualities which asbestos possesses, the apparatus would be completely destroyed, particularly in the case known to electricians as 'short-circuiting.' For such purposes it has been found advisable to combine asbestos with rubber and other gums, and this combination is now used universally for not only electrical, but also steam and mechanical purposes."

A POUND OF COAL IN STEAMSHIP SERVICE.

PRESIDENT A. J. McGinnis, of the Liverpool Engineering Society, gives as follows the value of one pound of coal at different epochs of steamship evolution: In 1840 a pound of coal propelled a displacement weight of 0.578 ton 8 knots; but the earning weight was only one-tenth of this, 90 per cent. of the displacement representing the hull, machinery and fuel. In 1850, with iron vessels and the screw propeller, a displacement weight of 0.6 ton was propelled 9 knots by one pound of coal; but the proportion of cargo had risen to 27 per cent., or 0.16 ton. In 1860, with higher boiler pressure and the surface condenser, 0.82 ton displacement was propelled 10 knots, and the cargo was 33 per cent., or 0.27 ton. In 1870, after the compound engine had come into use, 1.8 ton displacement was propelled 10 knots, and here the cargo formed 50 per cent of the whole, being 0.9 ton. In 1885 there were two classes of freight boats: the "tramp" propelled 3.4 tons displacement 8½ knots, with 60 per cent., or 2 tons of cargo; at the same time the enormous cargo steamers of the North Atlantic were driving a displacement of 3.14 tons 12 knots, with 55 per cent., or 1.7 tons of cargo. On the modern express passenger steamers the cargo weight is down to 0.09 ton per lb. of coal.

GAS TRACTION.

Gas traction has for some time been in practical use in Continental Europe. According to Industries and Iron, it has successfully covered 350,000 miles of travel. The same authority states that it has been introduced into Great Britain, and its first experiments have proven a success. The trams are propelled by a two-cylinder 15 horse-power Otto gas engine. The gas is compressed and stored in a sufficient quantity to operate eight miles of road

without refilling. It is obtained from the town mains, compressed at the company's depot; the process of filling occupies but one minute, and is effected by means of a rubber pipe. Eight miles an hour is the regular run, though this can be increased to twelve without overtaxing capacity. The cars in use accommodate forty passengers. It seems likely that the use of gas in street and road traction will be more generally adopted than at present, when conditions are favorable and its advantages clearly demonstrated. These secured, the gas-motor tramway would seem to have a promising future.

PERSONAL MENTION.

Mr. W. H. Rowley, of the E. B. Eddy Co., of Hull, Que., passed through Toronto this week en route home from attending the wedding of his brother, Chas. W. Rowley, accountant of the Canadian Bank of Commerce, Berlin. The bride was Miss Fannie Smith, of London, Ont., and the ceremony was performed in St. Paul's Cathedral, of that city.

Jno. M. Owston, of the James Robertson Co., Ltd., was this week married to Miss M. E. Langdon, of Petherton, Ont.

Mr. A. A. McMichael, vice-president of the James Robertson Co., Ltd., is visiting the head office of the company at Montreal.

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

A Partner Wanted in a Good Paying Business

in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. For information address

The Canadian Hardware and Metal Merchant



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.
TORONTO
will bring you
tenders from the
best contractors.

BY WHOM SHOULD BICYCLES BE HANDLED?

THE following is a paper that was read at the recent meeting of the Mississippi and Missouri Valley Hardware Association by A. J. Holmes :

The topic, "Bicycles and by Whom Should They be Handled?" is a subject that gives room for considerable discussion. We presume that it is well understood that the territory covered by our associate members cannot, owing to its geographical situation, be worked direct by the manufacturers, owing to the great expenses attendant, which are caused by salaries, traveling expenses, multiplicity of small accounts, bad debts, etc., and also the annoyance and loss of time caused by the transportation of defective and broken parts to and from the factory.

On account of these facts we firmly believe that so long as the demand for bicycles exists the jobber will be a most important factor in their distribution. It will be generally admitted that a dealer in placing his first order would not fully anticipate his season's wants, and unless he is visited at intervals by salesmen he is very apt to swing around in some other line. The manufacturer is not able to incur such a heavy expense as this would necessitate, and consequently here is where the jobber

has the advantage. There is no question in our mind that bicycles should be handled by jobbers generally, and the foregoing should be fully sufficient as an answer in the affirmative.

The question is often asked us : To what branch of business in a retail way does the cycle trade belong? Our reply invariably is that in larger cities the sporting goods stores appear to be the best fitted for such purposes. In the smaller towns the hardware stores have the best facilities, with the implement dealers as a second choice. It is very evident that the struggle for remunerative business next year will be keen, and it must strike any sensible person conversant with the trade that the wheels that will be carried over into 1897 will be a factor to be reckoned with.

We are not pessimists by any means, but we are of the opinion that unless the society demand for cycles continues and develops at least as largely as it has done this year, we are in great danger of an overproduction for 1897.

No doubt the trade in general will be greatly benefitted by the flurries and failures that are now so common. These will weed out the chaff, and the cheap wheels made up out of parts which are picked up here, there and everywhere, next year will be less common.

For a jobber's point of view it would appear to us that the hardware store is of all places the one in which a cycle appears most in place. It is there surrounded by various manufactures of steel and kindred metals, and in the tinshop which is usually run in connection will be found tools from which may be selected those necessary to cure the ailments to which bicycles are generally addicted.

Until we are blessed with a climate which will permit of bicycles being in constant use the year round, they may be classed with other seasonable goods, and the margin of profit being so small, it would appear to us, having in mind the many failures of exclusively retail cycle dealers this season, that the business will eventually develop into the survival of the fittest, and that the dealer who is in a position to handle wheels with the least expenditure and on the most economical basis, combined with an all-year-round established trade in kindred goods, conducted on a strictly business-like plan, will eventually come out on top, and our future policy will be outlined on this belief.

We look forward to a steady business next season. No doubt competition will be more severe, but it will be more legitimate, and consequently we shall be better able to take care of it. Closing, we would say that we trust this matter will be considered as sufficiently important to warrant it being discussed at some length, and it is hoped that some good may result of your doing so.

Implement
Boat
Carriage
Chair
Decorators'
Finishing
Flowing
Harness
Leather
Lithographers'
Piano
Polishing
Rubbing
Shellac
Furniture

VAR- NISH

JAPANS FOR EVERY CLASS OF WORK

The CANADA PAINT CO.

Limited

MANUFACTURERS

THE CANADA PAINT CO. LTD.

"Triple Strength"
Tinting Colors .
for Pure
White Lead . .



We have frequently been asked to stock Pure White Lead ready tinted, and have had to explain that the painting trade cannot be expected to carry a stock of Lead in a variety of tints.

We have found a better way, having been able to produce in a convenient form, by means of our "Triple Strength," combinations of colors giving desired effects exactly and at once.

**PURE AND FINELY GROUND
PACKED IN ONE-POUND TINS ONLY**

Will give the desired shade exactly when used with **Pure White Lead BEARING OUR NAME.**

Refer to our tint cards, which show the effects produced by using 1-lb. tin to 25 lbs. of our Pure White Lead, also 1-lb. tin to 50 lbs. Pure White Lead.

IS "TRIPLE STRENGTH" Colors are long past the experimental stage. They are a pronounced success and are now sold throughout the Dominion.

POINTS FOR CLERKS.

TO do your best you must own every bit of yourself. If you are in debt, part of you belongs to your creditors. Nothing but actual sin is so paralyzing to a young man's energies as debt.

The "loose change" which many young men throw away carelessly, or worse, would often form a basis of a fortune and independence. The earnings of the people of the United States, rich and poor, old and young, male and female, amount to an average of fifty cents a day. But it is by economizing such savings that one must get his start in business. The man without a penny is practically helpless from a business point of view, except so far as he can immediately utilize his powers of body and mind. Besides, when a man or woman is driven to the wall, the chance of goodness surviving self-respect and the loss of public esteem is frightfully diminished.

"Money goes as it comes." "A child and a fool imagine that twenty years and twenty shillings can never be spent."

Liberal, not lavish, is Nature's hand. Even God, it is said, cannot afford to be extravagant. When He increased the loaves and fishes He commanded to gather up the fragments that nothing be lost.

Live between extravagance and meanness. Don't save money and starve your mind. "The very secret and essence of thrift consists in getting things into higher values. Spend upward, that is, for the higher faculties. Spend for the mind rather than for the body, for culture rather than for amusement." Some young men are too stingy to buy the daily papers, and are very ignorant and narrow. "There is that withholdeth more than is meet, but it tendeth to poverty." Don't squeeze out of your life and comfort and family what you save.

It is by the mysterious power of economy, it has been said, that the loaf is multiplied, that using does not waste, that little becomes much, that scattered fragments grow to unity, and that out of nothing or next to nothing comes the miracle of something. It is not merely saving, still less, parsimony. It is foresight and arrangement, insight and combination, causing inert things to labor, useless things to serve our necessities, perishing things to renew their vigor, and all things to exert themselves for human comfort.

"So apportion your wants that your means may exceed them," says Bulwer. "With one hundred pounds a year I may need no man's help; I may at least have 'my crust of bread and liberty.' But with five thousand pounds a year I may dread a ring at my bell; I may have my tyrannical master in servants

whose wages I cannot pay; my exile may be at the fiat of the first long-suffering man who enters a judgment against me; for the flesh that lies nearest my heart some Shylock may be dusting his scales and whetting his knife. Every man is needy who spends more than he has; no man is needy who spends less. I may so ill-manage, that with five thousand pounds a year I purchase the worst evils of poverty—terror and shame: I may so well manage my money, that with one hundred pounds a year I purchase the best blessing of wealth—safety and respect."

John Jacob Astor said that the first thousand and dollars cost him more effort than all of his millions. Boys who are careless with their dimes and quarters, just because they have so few, never get this first thousand, and without it no fortune is possible.

To find out uses for the persons or things which are now wasted in life is to be the glorious work of the men of the next generation, and that which will contribute most to their enrichment.

Economizing "in spots" or by freaks is no economy at all. It must be done by management.

Learn early in life to say "I can't afford it." It is an indication of power and courage and manliness. Dr. Franklin said, "It is not our own eyes, but other people's, that ruin us." "Fashion wears out more apparel than the man," says Shakespeare.

"Whoever has sixpence is sovereign over all men to the extent of that sixpence," says Carlyle; "commands cooks to feed him, philosophers to teach him, kings to mount guard over him—to the extent of that sixpence."

If a man owes you a dollar, he is almost sure to owe you a grudge, too. If you owe another money, you will be apt to regard him with uncharitable eyes. Why not economize before getting into debt instead of pinching afterwards?

Communities which live wholly from hand to mouth never make much progress in the useful arts. Savings mean power. Comfort and independence abide with those who can postpone their desires.

"Hunger, rags, cold, hard work, contempt, suspicion, unjust reproach, are disagreeable," says Horace Greeley; "but debt is infinitely worse than them all."

Many a ruined man dates his downfall from the day when he began borrowing money. Debt demoralized Daniel Webster, and Theodore Hook, and Sheridan, and Fox, and Pitt. Mirabeau's life was made wretched by duns.

"Annual income," says Micawber, "twenty pounds; annual expenditure nineteen six, result—happiness. Annual income, twenty pounds; annual expenditure, twenty pounds ought and six, result—misery."—Architects of Fate.

TO REMOVE VARNISH OR PAINT.

Varnish or paint stains should first be covered with butter or sweet oil, and then rubbed with turpentine. If it is an old stain the turpentine may be replaced by chloroform, which must, of course, be used with great precaution. Fruit stains will generally yield if you rub according to the grain of the material, and use a little salt and water. Sherry will take out claret stains, if they are rubbed gently. Blood stains should be soaked with petroleum, and then washed in warm water. It is said that no stain will resist the following recipe: Put into a large bottle two quarts of clean spring water, add a piece of white amber the size of a walnut, a piece of potash as big as a hazel nut, and two lemons cut into slices. Let it stand twenty-four hours, then strain and keep it in well-corked bottles. Damp the stain with this preparation, and rub the place with fresh water directly afterwards.

THE BURNER WITH CIRCULAR WICK.

In 1784 Ami Argand, a Swiss, residing in London, made an entire revolution in artificial light by inventing a burner with a circular wick, the flame being thus supplied with an inner and an outer current of air. To Argand we also owe the invention of the common glass lamp chimney. He was very desirous of increasing the light given out by the lamp that he had invented, and to that end he had made many experiments, but all to no purpose. One night, as he sat at his work table thinking, he noticed an old flask lying near, off which the bottom had been broken, leaving a long-necked, funnel-shaped tube. He carelessly picked this up and "almost without thought," placed it over the flame of his lamp. The result astonished and delighted him, for the flame became a brilliant white light. Argand made practical use of the hint thus given him by devising the lamp-chimney.

A SMART IRON BROKER.

A good story is current in one of the Australian capitals. There is a large firm which has its offices at one place and its iron yard at another part of the town. A broker, going into the offices in the centre of the city, was told that the firm required a large quantity of a line of heavy goods, and the price was fixed. Two or three days before he had been at the iron yard of the same firm, and remembered noticing there everything required. After getting his instructions he posted off to the iron yard, bought the goods on his own account, and resold them at the head office at an advance of 15 per cent. Whether he ever got any more business from the same firm was not narrated, remarks an Australian contemporary.



STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895

Manufactured in four
sizes by . . .

LIGHTEST
STRONGEST
BEST and
CHEAPEST

IN THE MARKET.

The B. Greening Wire Co. Ltd. Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

HIGH CHIMNEYS AND DRAUGHT.

THE notion that the greater the height of a chimney for a boiler plant, the greater will be its draught-producing power is responsible for the existence of many chimneys of imposing size and, at the same time, unnecessary expense. A very tall chimney, well proportioned and gracefully outlined, may be a striking architectural adjunct to a factory, but it is also one that costs considerable money without doing any measurable amount of good. Where chimneys are intended to carry off noxious fumes from chemical works, there is, of course, some method in providing for unusual height, since the aim in such a case is to insure as complete as possible a diffusion of the vapors and prevent their mingling with the air of the lower strata; but for boilers simply, unusual height, as stated, is rarely based upon a good reason.

As a matter of fact, says an exchange,

the draught-producing capacities for chimneys, having flues of the same size, are in proportion to the square roots of their heights, so that if one were to have double the power, it may be so called, of the other, it would be four times as high, and not merely twice as high, as many suppose. A height of 150 feet may be considered, on good authority, as the maximum necessary in any case for producing the requisite draught, providing, of course, that the area of the flue has been properly proportioned. This latter should be made to bear a pretty nearly direct ratio to the combined areas of the boiler flues connecting with it. A chimney much beyond 150 feet is generally suggestive of misspent money.

A LAME EXCUSE.

Many a man neglects window dressing because he is not able to afford the elaborate displays of some of his competitors, remarks a contemporary. It is a poor reason.

Size certainly makes no difference. A large window is more striking than a small one, provided that one is as skilfully arranged as the other. But a window is by no means twice as striking as one half the size. Choose a subject in keeping with the size of your window. Perfection is always attractive. A small thing can be perfect as well as a large one. Make your window as near perfect as possible.

THE AUTOCAR AND SCAVENGING.

Many are the uses suggested for the new autocar, but the latest idea comes from Dover, according to an English paper. The Town Council of this borough has under consideration the subject of undertaking the work of street scavenging, which has hitherto been done by a contractor, and at a meeting held last week it was decided to postpone the matter, several of the members thinking it would be undesirable to make a large outlay in the purchase of horses in view of the probable use of autocars.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO. Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The "Twin-Comet" Lawn Sprinkler

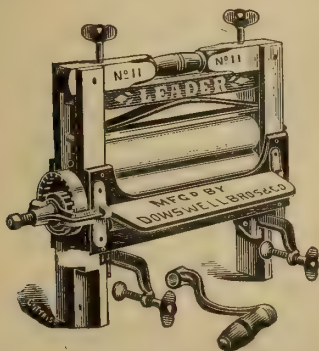
Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

UNITED STATES NAIL EXPORTS.

THE New York Commercial Bulletin says: "According to the statements of several wire nail manufacturers, there has been a material gain in export trade during the past year and more especially during the past six months, particularly with Japan, China and Australia. Up to within a comparatively short time the greater part of the trade with these countries has, it is said, been handled by German manufacturers, but American competition is now being felt by these makers to a considerable extent. There has also been a considerable increase in exports of cut nails, but this has not been so marked as in the case of wire goods.

"One reason for the increase in the trade of American houses is the fact that prices of German nails have been advanced somewhat during the past year, while some American houses have made unusually low prices on export goods in order to keep their plants running. The principal exporters from this country are members of the nail combination, or the trust, as it is generally known, but the pool does not fix the prices of export goods, which are considerably lower than the domestic prices.

"The following figures taken from Government statistics show the total exports of nails for a series of years past. The official figures do not separate exports of wire nails from those of wrought, horseshoe and other than cut nails. Spikes are also included in the figures, and tacks as well, in the tables for wire nails. The figures may, however, serve as a means of comparison:

EXPORTS OF NAILS AND SPIKES FOR FISCAL YEAR ENDING JUNE 30TH.

	Cut		Wire and All Other.	
	Pounds.	Value.	Pounds.	Value.
1896....	20,730,260	\$428,630	8,031,927	\$321,055
1895....	16,895,428	283,646	4,367,267	210,192
1894...	16,736,643	330,118	3,233,776	180,607
1893...	15,604,347	330,554	2,300,501	158,093

"It is the opinion of some members of the trade that exports will continue to increase. A representative of one of the largest manufacturing concerns said: 'We can now produce nails about as cheap as they can be made in Europe, but we are at a disadvantage in the matter of freight rates. If American makers could get as favorable rates as German makers get, their trade with all countries would increase greatly.'"

The following new post offices have been established: Canadasville, Lincoln County; Glenpayne, Stormont County; Lynch's Corners, King's County; Morton Park, York County; Rees, Queen's County; St. Evariste Station, Beauce County; Scotch Bay, Selkirk County; Seven Mile Ridge, Restigouche County; Stanley's Corners, Carleton County; Thurlow, Burrard County.

ALEXANDER WORKS



MEAT CHOPPERS.

White enamel'd inside, red japanned and finely decorated outside. Knives best quality and better than any other in the market.

RICE LEWIS & SON, Toronto.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co. ROLLING MILLS



AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Rhode Island Pattern Horseshoes

"Korrek" Shape. Quality Guaranteed.

THE CANADA PLUMBER AND STEAM-FITTER

TORONTO master plumbers have no reason to complain this week in regard to the volume of business. All report they are busy, and some are not able to keep up with their work. The jobs, however, are not as a rule large, but they are numerous.

"Are there many journeymen plumbers and steam-fitters out of work in Toronto just now?" I asked one master plumber. "No, there are not," he replied. "I advertised for a plumber a few days ago and I only secured one applicant."

The police authorities of Toronto have decided to enforce the plumbing bylaw and compel all master plumbers who have not yet taken out licenses to do so, but at the request of President Burroughes, of the Master Plumbers' Association, no aggressive action will be taken for a few days.

MASTER PLUMBERS MEET.

The Master Plumbers' Association of Toronto met on Monday night at their new rooms in Pythian Hall, and, after business, celebrated the event with light refreshments. There was a good turnout of members, and President Burroughes was in the chair.

The principal item of business discussed was in regard to the plumbers' license. There are at present two local bylaws, the one to regulate plumbers' licenses, and the other to regulate plumbers' work. There is no question regarding the power of the civic authorities to enforce that relating to licenses, but there is in regard to the ordinance regulating plumbers' work. In consequence of this, the bylaw covering the latter is not enforced, hence the hesitancy of the master plumbers to pay the license fee of \$10. If the bylaw regulating plumbers is enforced, they are quite willing to pay the license, because then none but qualified master plumbers could take out a license. The association decided to engage counsel to examine and report upon the bylaw.

The meeting was much interested in a verbal report made by the president regarding his recent visit to the plumbers' associations in Boston and New York.

CALCULATING RADIATION.

A correspondent writes Metal Worker as follows: "Please let me know through The Metal Worker the correct way to find the proper size of radiators to place in a dwelling house for hot water heating. We have a boiler that is rated to carry 500 square feet of direct radiation, and I wish to know

how many rooms the boiler will heat when they are 12 x 18 feet in size and have 9-foot ceilings. I have been told that 1 foot of direct radiation will heat 15 cubic feet of space, and I wish to know if this can be depended upon, using 1-inch pipe to connect with the radiator? According to my calculation, with this rule I would be able to heat four rooms. Will I be able to do satisfactory heating with a pipe running from a hot water heater in the cellar beneath the floor of the building where the space between the floor and the ground is only 1 foot, the cellar not extending under the whole house?"

In reply, Metal Worker says: "The secret of successful heating is in correctly determining the size of radiators to be used in the rooms of a dwelling. It can be readily understood that even though the rooms are of the same size, different sizes of radiators will be required when one, two or three walls are exposed and the number of windows are different. All rules based on 1 square foot of surface in the radiator heating a given number of cubic feet of space require both experience and good judgment in their application; 1 square foot of radiation will heat, ordinarily, from 20 to 30 cubic feet of space, depending upon the exposure of the room to be heated. A rule which has been used with satisfaction by some heating contractors requires 2 square feet of heating surface for each square foot of glass surface exposed in the windows; 2 square feet for each 10 square feet of space exposed in the wall, and 2 square feet for each 100 cubic feet of space in the room to be heated. In The Metal Worker of May 30, 1896, a table is given which may help our correspondent in his work. The problem presented is one that has received a great deal of study, and the results of the study of a number of successful heating men occupy a considerable portion of The Metal Worker essays on house heating, which also give information on steam and hot water heating. If the boiler mentioned will carry 500 feet of radiation, it is quite probable that it will heat more than five rooms of the size specified. The size of the pipe connection to radiators varies with the amount of surface exposed, and information on this subject will be found in The Metal Worker of May 30, and also in the catalogues of the manufacturers of radiators. In running pipes for hot water heating some pitch should be maintained, at least 1 inch in 10 feet, and there should be no difficulty in running a heating main in the space between the floor of the building and the ground, providing it is securely covered to prevent the loss of heat. Ordinarily, hair felt and asbestos paper are used."

narly, hair felt and asbestos paper are used."

PLUMBING NOW AND TEN YEARS AGO.

Plumbing is vastly different from that of ten odd years ago. It is conducted on entirely distinct principles. The trouble is, that some few seem not aware of the fact. It is from this slim minority that the trade meets its severest opposition. The public is to-day being rapidly educated to the necessity for proper sanitary plumbing and the bearing it has upon their health. They appreciate, therefore, the loyal efforts of association plumbers in securing to them better safeguards for their sanitary surroundings through the medium of wise and intelligent plumbing ordinances. We believe in the greatest good to the greatest number, and though these ordinances hurt the feelings of the few uneducated to their advantages and necessities, they should be urged for adoption in every locality. The minority we speak of will in course of time, after some dissension and characteristic contention, be compelled to notice the advancement of the trade, and rather than be left away in the rear, straggle to the front near the band wagon.—Plumbers' Trade Journal.

A DISHONEST "PLUMBER."

The advantage to the public of master plumbers who are competent to do all the work that is intrusted to their care and who are financially responsible is occasionally brought home to individuals in a way to be impressive. From Atlanta, Ga., comes the somewhat singular story of a plumber of no standing or credit securing odd jobs to do, and then stealing the work after the jobs were completed. For example, if a sink or basin was to be put in place, he would contract to do the work at a very low figure, and would apparently complete his job in a satisfactory shape, and thereupon collect the money. Calling back a few hours later, or the next day, ostensibly to examine the work, he would point out to the member of the household in charge some defect, and would say that such a thing could not be allowed to go without fixing. In due course he would proceed to take the work all apart for the purpose. Finally, he would walk away with whatever could be carried or

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

whatever was available to be disposed of in the sense of second-hand material or junk, and, of course, never appear again. The story is that this man has been repeatedly arrested for similar offences, but that his experience in this regard does not deter him in the least from pursuing this practice. Responsible master plumbers guard the public against such low-down tricks as this.—Sanitary Plumber.

WHAT THE PLUMBER WOULD LIKE.

Every master plumber, remarks Sanitary Plumber, would prefer to have for customers people of intelligence, as contrasted with those who are absolutely ignorant of the first principles of plumbing work, and who know nothing about the science of sanitation. The average master plumber would prefer to have all his customers competent to shut off the water from the street service whenever a break in the pipes in the house occurs, to those who are absolutely helpless in this regard and must needs let the water run until the plumber can be brought from a distance. With this said, however, the average master plumber does not care to deal with those who are overly anxious to anticipate his services in the sense of getting along without him, and to do for themselves with the house system when the assistance of a competent man is really required. In plumbing and sanitation there is the same danger of tinkering as in medicine and law. That lawyer who pleads his own case is said to have a fool for a client, and the reverse of it is sometimes asserted, namely, that the man who acts as his own lawyer has a dunce for counsel. By the same argument that householder who acts as his own plumber most generally has a decidedly incompetent sanitarian to serve him.

PARING KNIVES.

Paring knives for vegetables are as thick as mosquitoes in a Jersey swamp, says an English contemporary. The latest invented is said to have many practical advantages

over its predecessors. The knife is especially adapted for paring fruit, vegetables, etc., the blade being so located and the device so adjustable that a thin or thick paring may be taken off, as desired. The blade portion is curved and has a slot, in the rear of which, in a counter-sunk portion following the curvature of the slot, is secured a cutting blade, while in the front wall of the curved slot is secured an adjustable guide plate, by whose movement up or down the thickness of the paring is regulated.

A REQUISITE FOR SUCCESS.

ONE of the chief requisites to a successful business career is honesty and integrity, says an exchange. These characteristics, to be thoroughly implanted, must be engrafted upon the character at an early age. There is a good deal in heredity, but the most vicious tendencies can be controlled, if not wholly eradicated. On the other hand, a naturally fine character can be vitiated. This shows the importance of early training, and it should bring forcibly to the mind of every business man who has young clerks under his charge the great responsibility that rests upon him. They should be taught that reliability is the first requisite for a good clerk.

The immense aggregate of the business world is rendered possible because of the confidence existing between business men. Consider for a moment the condition of things, if in every mercantile transaction the actual money, money of redemption, because in the absence of all confidence there could be no fiat in money, had to be counted out and paid over.

What proportion of the business of the world to-day could be transacted under those circumstances?

Probably one-tenth of the present volume would consume the whole 24 hours, instead of 8, as at present. The absence then of honesty, integrity and reliability, with their

natural accompaniment, confidence, would demoralize and disorganize all business.

Honesty is capital. No doubt instances have come under the observation of each individual reader where young men without means have been furnished with money to start in business by some benefactor. It need not be affirmed that there was no lack of confidence on the part of the lender in the honesty of the borrower. A thoroughly honest clerk is a valuable adjunct to any establishment, and is highly prized by his employers.

When a clerk has gained the confidence of his employer, he has made his first permanent start in life. He has laid up a treasure that will not rust or corrode or fluctuate with the markets. Its permanent and perpetual value is in his hands, and all he has got to do is to so comport himself as to continue to merit it. Confidence begets confidence, and the man who enjoys it is far less liable to be without a place than he who does not. There are always places for the best men. Dishonesty never pays, neither in proprietor nor clerk.

PENNY-IN-THE-SLOT GAS METERS.

The "penny-in-the-slot" gas meters are certainly booming to an amazing extent. According to The Gas World, the London Gas Light and Coke Co. sent out during the past year no less than 30,000 of these meters. The demand has been so great that the meter makers have not been able to keep up with their orders, some of which they have been compelled to refuse. The South Metropolitan Gas Co. has sent out 50,000 during the same period. Neither is the boom confined to the London district. In Manchester, Liverpool and Birmingham the demand is equally great. Another important feature is that in nearly every instance the meter is accompanied by a griller, so that the possession of the meter enables many thousands, who live in the smaller houses, to do their simpler cooking by gas instead of by fire as formerly. This should work another step towards saner domestic arrangements, and is certainly worth watching by gas engineers, plumbers and hardwaremen.

COOPERS' TOOLS

we have a complete line of them. You won't find a better range in Canada, and our prices are as low as anyone else's—perhaps a little lower. Drop us a line for quotations.

Hamilton Hardware Co., Ltd., Hamilton, Ont.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A DEMAND of assignment has been made upon the estate of L. J. Herard, manufacturer of stove pipe elbows, Montreal.

P. N. Langlois, hardware, Quebec, has assigned.

G. S. Tickell & Sons, furniture, Belleville, have assigned.

N. Laporte & Fils, hardware, etc., Montreal, are offering to compromise.

Edwin B. Loucks, hardware, etc., Kingston, has assigned to R. T. Harper.

D. R. Grant, general merchant, Bridgeville, N.S.; writ for \$3,014 foreclosed.

E. Dupuis, general merchant, Ste. Julie, Que., has obtained an extension.

L. A. Trussell, general merchant, Ayer's Flats, Que., has compromised at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Bourdon & Tessier, wood and coal, Montreal, have dissolved.

E. H. Heaps & Co., machinery, Vancouver, have admitted W. Sully as partner.

Painchaud, Squire & Co., wholesale hardware, Montreal, are about to dissolve partnership.

Latimer & Bean, carriages and agricultural implements, Sherbrooke, Que., have dissolved.

SALES MADE AND PENDING.

The assets of T. Crevier & Co., foundry, Montreal, have been sold.

CHANGES.

J. C. Brown, tinware, Harriston, has sold out to J. McConnell.

E. Vadeboncoeur, general merchant, Louiseville, has sold out.

A hardware store has been opened in Montreal by Arthur Skelly.

A general store has been started in Louiseville, Que., by J. E. Lasage.

A. M. Hunter, general merchant, Brome, Que., has sold out to A. A. Hunter.

The Ontario Electric and Engineering Co., Toronto, is applying for charter.

Chas. Kitchen, hardware, etc., Bolton, has been succeeded by O. M. Hodson.

A general store has been opened in Richelieu, Que., by Johnstone & Bessette.

The assets of A. J. Frechette, general merchant, Iberville, Que., are to be sold today.

The Hopewell Gold Mining Co., Ltd., of Hopewell, N.S., is applying for incorporation.

A. Lefebvre is starting a carriage-making business at Cookshire. F. Plaisance, in the

same line of business in the same place, has sold out.

FIRES.

Walter L. Smith, general merchant, Barrington, N.S., has been burned out; loss, \$4,000; no insurance.

DEATHS.

John Rourke, general store, fish and oils, Carbonear, Nfld., is dead.

WHERE ARE THE APPRENTICES?

AN intimate friend of mine complains sadly of what he calls the woeful ignorance of the present-day ironmonger. A week or two ago he was requested to quote for a supply of architectural castings. To facilitate all such matters my friend went to considerable expense in preparing illustrations and supplying all the necessary details which an intelligent man would require. The written request for quotations was based upon the most meagre particulars, and, although the enquirer was referred to the illustrated catalogue for general information, and asked to supply in specific terms some essential details, it involved some half-dozen letters and considerable trouble to get the ironmonger to understand what was necessary on his part. "Now," said my friend, "if that man had served a proper apprenticeship, he would have known all about these details." He is much too great a man, it is feared, to attend to trifles such as these. But how is business to be carried on with satisfaction to all concerned, unless these minor matters receive proper consideration? I am afraid, from what I have heard up and down the country, that this is by no means a solitary instance of what can only be called rank stupidity. I am frequently asked questions which show an astounding ignorance on the part of the questioner. Little wonder that under such circumstances people groan and growl. If they would they might smile and look cheerful, and prove business to be a pleasure rather than a worry.—"Vulcan" in Ironmonger.

MANUFACTURING HAIRPINS.

For ages the English and French controlled the manufacture of hairpins, and it is only within the last 20 years that the goods have been produced in other countries to any extent. The machinery used is of a delicate and intricate character, as the price at which the pins are sold necessitates the cheapest and most rapid process, which can only be secured by automatic machines, says Pearson's Weekly.

The wire is made expressly for the purpose and put up in large coils, which are placed in a clamp, and so carried to the machine while being straightened. This machine cuts, bends, and by a delicate instantaneous process, sharpens the points. Running at full speed, it will turn out 120 hairpins every minute. To economize, it is necessary to keep the engines going day and night.

The difficult part of the work is in the enameling, which is done by dipping the

pins in a preparation and baking in an oven. It is here that the most constant and careful attention is required, as the pins must be absolutely smooth and the enamel have a perfect polish. The slightest particle of dust causes imperfections and roughness.

Blaiklock Brothers

**Customs Brokers,
Forwarders, Warehousemen.**

Correspondence
Solicited41 COMMON ST.
... MONTREAL**Siamese Twins**

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

**THE OAKVILLE
BASKET CO.,**

Manufacturers of
1, 2, 3 Bushel

Grain

AND

Root**BASKETS**

THE OAKVILLE
BASKET CO.



PARTNER WANTED.

OWING TO INCREASED DEMAND FOR MY goods I am obliged to call for a partner in a young but solid and progressive Mill Supply Business. I have exclusive control of several money making lines. Capital wanted \$5,000; stock on hand about \$5,000. Address T. Forrester, 298 St. James St., Montreal. Don't reply unless you mean business. (40)

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue, Bronzes, Alabastine.

327 St. James Street, - - - MONTREAL

"SAMSON" BRAND**PORTLAND CEMENT**

Guaranteed equal to the best imported. Orders respectfully solicited.

Address—**Owen Sound Portland Cement Co.**

Or—Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.**PATENTS**

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

.. ISLAND CITY ..**Paint and
Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 150 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

McLEOD & HENRY Co**FIRE BRICK****TROY, N.Y.****CANADA AND WELSH TIN PLATES.**

THE following appeared in a recent issue of The London Iron and Coal Trades Review on the present position and future prospects of the Welsh tin plate industry:

There is a general impression abroad that the tin plate industry of Great Britain is doomed to suffer a curtailment that will lead to the closing of many mills and to the deprivation of employment over a large area of labor. We have from time to time pointed out that, so far as the United States are concerned, this has now become almost a foregone conclusion. The tin plate manufacturers of South Wales, some of whom looked at the matter with a light heart when the McKinley Act gave the Americans the chance for which they had long been watching and waiting, are ready to admit so much themselves. Not only so, but they also admit that the Americans have to a certain extent improved the details of the manufacture and are now in some respects doing actually better work than is being done in South Wales. This is certainly a remarkable change, when we look back upon the conditions that prevailed six years ago—when South Wales had the tin plate industry almost wholly to herself and when the Americans were almost ridiculed for supposing that it was within their power to make any progress with an industry that had up to that time been ignorantly and foolishly regarded as a Welsh monopoly. Thoughtful men in the trade are now most anxious about its future. Some look upon Canada as likely to expand steadily, and great hopes are entertained of what may be done in British Columbia, but it is important to bear in mind that the Canadian market has already been captured to a large extent by the United States and that the same result is likely to happen in reference to tin plates. The hope of the trade lies in the East. If the Welsh manufacturers are wise in time they will send out competent commissioners to look out new markets and press their wares more energetically upon old ones. Thus, and thus only, can they "hold the fort" in the future.

Edison, it appears, has discovered in the course of his experiments with the X rays, a new process by which aluminum becomes as strong as steel without detracting from its lightness. Aluminum was used for electrodes which had been submitted during the experiments to a current of 2,500 volts. On attempting to use the electrodes the second time Edison found to his great astonishment that the aluminum had undergone a modification and had become as tough as steel.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

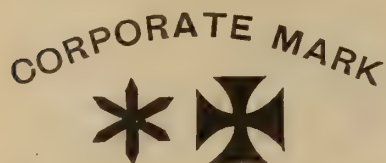
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**GEO. E. DRUMMOND,**

Managing Director and Treasurer

**"JARDINE"****Hub Boring
Machine**Bechtel's
Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. Jardine & Co.,
HESPELER, ONT.



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Oct. 2, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X. 6 25
I.X.X. 7 50
J.R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.X. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 00
NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 0 06 0 06½
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½
28 " 0 07¼ 0 07½
Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Base Price.
Common Bar, per 100 lbs 1 70
Refined " 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 25
Hoop " 2 25
Swedish " 4 00
Sleigh Shoe Steel " 4 25
Tire Steel " 3 00 3 25
Machinery " 2 75 3 00
Cast Steel, per lb 0 10 0 11
Russian Sheet, per lb 0 10½ 0 14
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07½
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ inch 2 35

¾ inch and thicker. 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 25 2 30
Half polished 2 35
All bright 2 50 3 25

Iron Pipe.

Wrought, 1 in., 60 and 2½ p.c.: ¾ to ½, 37½ and 2½ p.c.: ¾, 70 and 7½ p.c.: 1, 70 and 19 p.c.: 1½ to 1½, 70, 10 and 5 p.c., 2 in., 70, 10 and 10 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c..

Galvanized Iron.

Queen's Head or equal grades, in case lots: Per 100 lbs.
16 gauge 4½
18 to 20 gauge 3½
22 to 24 " 3¼
26 " 4¼
28 " 4¾

NOTE.—Cheaper grades about ¼ cent per pound less.
Chain.
Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " " 4 75
" 5-16 " " " 4 00
" ¾ " " " 3 75
" 1 " " " 3 35
" 1½ " " " 3 25
" 2 " " " 2 85
" 3 " " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards. 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot. 0 12
Lake Superior. 0 10½ 0 11

Bolt or Bar.
Cut lengths, round, ½ to 7 in. round and square 1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 0 26 0 27

Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 16
" 35 to 45 " " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 15

Boiler and T. K. Pitts.
Plain Tinned, per lb 0 25
Spun, per lb. 0 25

Wire.
Pure, in coils—
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.
Roll & Sheet, 14 to 26 gauge, * 0 20 0 22
" 27 to 30 " " 0 21 0 23
" 30 and up, " " 0 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 04½
Part casks 0 05

Lead.

Imported Pig, per lb 0 03¾ 0 03½
Domestic, per lb 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Per
Bar half-and-half 0 12½ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09
Other makes, per lb. 0 08

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 75 5 00
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00

Brandram Bros' Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto
James' genuine 5 75
" No. 5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 08
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75
Paris Green, per lb. drums.

Burnt Sienna, pure, per lb. 0 10
" Umber, " " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 69
Extra " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 20
Pure Orange Shellac 2 15
Hard Oil Finish 1 95
Oil Shellac 1 30
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 46 0 47
Boiled, per gal 0 49 0 50
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 41
1 to 4 " 0 42
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 73¼
Small lots 0 00 0 8½

Cod Oil.

Cod Oil, per gal 0 50 0 1

Glue.

(In bbls.)
Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 5 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 0
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs Sargent's	5 50	8
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
--------	--	--

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminie, " "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 and 10 per cent.		

Stove, dis. 60 and 10 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

e, with augers, each	5 00	7 50
----------------------	------	------

Braces.

Barbe	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, " "	6 00	
Henis, No. 9, " "	7 00	
Queen City " "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
--	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star " "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, " "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, " "	1 10	
Queenstown, " "	1 10	
Napanee, " "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red " "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
-----------------------------	--	--

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz. (15 p. c.)	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz	1 30	2 25
Star, " "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 60 to 60 and 10 p. c., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond	Per 100 ft.	Per 50 ft.
1st	1 80	2 00
2nd	1 40	1 60
3rd	1 00	1 20
4th	0 80	1 00
5th	0 60	0 80
6th	0 40	0 60
7th	0 30	0 40
8th	0 20	0 30
9th	0 15	0 20
10th	0 10	0 15
11th	0 08	0 10
12th	0 06	0 08
13th	0 05	0 06
14th	0 04	0 05
15th	0 03	0 04
16th	0 02	0 03
17th	0 01	0 02

Window.
Box Price.Size
United
Inches.**Pilkington.**

1st break	2 70	
2nd " "	2 90	
3rd " "	3 10	
4th " "	3 40	
5th " "	3 65	
6th " "	4 15	
7th " "	6 8	

Picture Glass.

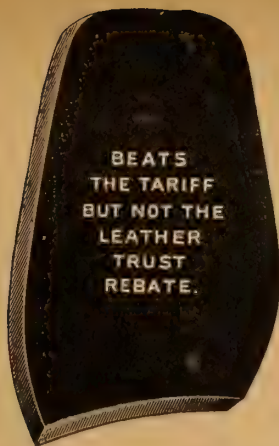
Pilkington's Ordinary.		
1st break	4 40	
2nd " "	4 70	
3rd " "	5 40	
4th " "	5 90	
5th " "	6 50	
6th " "	6 90	
7th " "	7 70	

GLUE POTS.

Tinned, each	0 20	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.

P. S



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

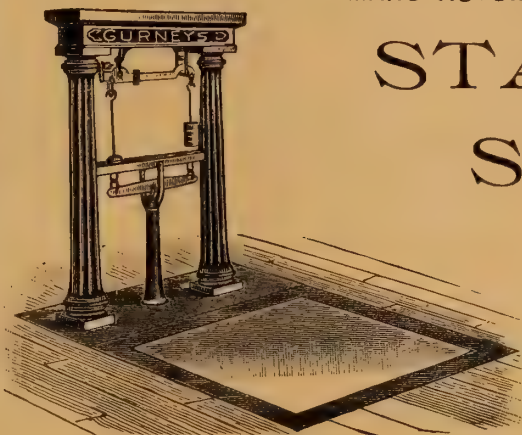
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.



They have many other qualities which will be explained in detail by sending for our pamphlet.

Round Bottom

It can't be borrowed to do the chores.

It can't stand alone.

Must be hung or placed in a rack.

That's the beauty of the Round Bottom.

See the point?

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, QUE.

E t. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Your Name and Address!

Is generally placed on the top of our advertisement in this paper every week, and we are pleased to have you with us.

If you will read our ad. each week we will endeavor to interest you, and suggest the proper time to stock up certain lines of goods we handle, suitable to the season.

We will tell you the truth about our goods—we will not slight other manufacturers' products but will ask you to compare with ours.

Now, we have in stock a complete line of warm air Registers and Ventilators of every style and pattern, and as the weather is getting colder you will be asked for them, so we would advise you to examine our stock and prices, or write us for descriptive catalogue. We will illustrate for the next few weeks the most popular patterns with borders.

TEL. 819 and 1511.

The JAMES ROBERTSON CO., Ltd.

263 and 265 King St. West, TORONTO.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, OCTOBER 10, 1896

No. 41



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

COMPARE THE WEIGHTS



Brands of Galvanized Iron offered at lower prices than "QUEEN'S HEAD" are almost invariably much heavier—often 15 per cent. or more. "QUEEN'S HEAD" weighs 10 lbs. per sheet of 72 x 30 in. in 28 gauge, and 11½ lbs. in 26 gauge. Compare price per sheet, softness, flatness and quality of galvanizing, and you will find none cheaper than the reliable old "QUEEN'S HEAD."

Canada's Largest Radiator Manufacturers.

More cobble stones than diamonds on earth, and so it is with Poor Radiators. They're legion—but good ones are few. In this class of goods you can only judge by the experience of others.

"Safford" STANDARD Radiators

ARE THE CHOICE of all the leading Architects and Heating Engineers everywhere.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.



TO THE TRADE



German,
Starr,

ACME SKATES

. . . Write us for Prices. . . .

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

K_{EMP} M_{ANUFACTURING} C_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

“DIAMOND” STEEL WARE

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, OCTOBER 10, 1896

No. 41

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

THE IRON INDUSTRY AND GOVERNMENTAL AID.

THE Toronto Globe has published during the past week a couple of editorials regarding the iron industry, in which two points are clearly set forth: The one is that the iron mining industry of the country should be aided in its development by the state; the other is that the onus for providing this aid is upon the various provincial governments in which the iron deposits are found.

The particular form of aid which The Globe suggests is that each provincial government should demonstrate by practical experiment the capabilities of the ore within its territory.

The suggestion is a good one as far as it goes. Each provincial government within whose boundaries iron is found should be loyal and ambitious enough to assist in its development. And that assistance which most approaches the practical is the best.

Every province in the Dominion, except Prince Edward Island, has deposits of iron more or less extensive. Some deposits have beyond peradventure been demonstrated to be excellent. But the utility of the most of them is yet unknown. And this utility cannot be ascertained except by practical experiments.

It by no means follows that wherever

there is an iron deposit there is iron of quality good enough to be mined in paying quantities. Unfortunately, there are deposits of iron which to-day cannot be profitably worked because of the deleterious admixtures found therein. There may be a time when science will have devised means of profitably working such properties, or it may be that in years to come, should the now more desirable deposits become exhausted, these now practically valueless beds of ore will possess sufficient utility to be worked. That, however, does not materially concern the present generation.

One thing is certain, some deposits do not, in this day and generation at any rate, possess utility. And there are so many deposits that undoubtedly do that it is idle to build up false hopes and local pride in regard to properties that do not possess the essential paying qualification.

It usually takes a great deal of time, money and experiment to demonstrate iron ore's utility. Ore that is mined from, say A, may not in itself produce a merchantable iron, but, combined with B or C, the results may be a most desirable iron. It is the difficulty of ascertaining this that is the cause of new smelting works ordinarily taking such a long time to produce a uniformly good iron: They have often to experiment and experiment.

The Ontario Government has already led the way in recognizing its duty towards the iron industry within its borders in bonusing the production of both iron ore and pig iron, but its assistance is not of that practical nature which it might be. Its assistance to the dairying and other branches of agricultural pursuits is in the nature of practical expert demonstrations. This is what it and other provincial governments should do in regard to the iron mining industry.

At the same time, however, the Federal Government cannot ignore its duty in the premises. We do not mean to insinuate that it is not now doing enough for the iron industries of this country. The point we

desire to make is that the Federal Government cannot, even if it would desire to do so, shake off its responsibility in regard to the development of the iron mines of the Dominion. Whatever is a benefit to the provinces is a benefit to the Dominion. And the onus of ascertaining the utility of the iron ores of the Dominion is upon the Federal as well as upon the respective provincial authorities. There may be a difference of opinion as to the degree of this onus, but that does not alter the fact that the Dominion Government has responsibility. And a good many people will say great responsibility, too.

The iron industry is a national as well as a provincial industry, and therefore demands national as well as provincial assistance. The present system of national aid may not be the best. To some of its details there are certainly grave objections. But it is the bad features that need to be eliminated, not the principle of Federal assistance removed.

THE IRON DUTIES.

THE other week **HARDWARE AND METAL** gave the abstract of a conversation with a leading iron man regarding the contraction in business this fall and the reason to which it is generally attributed. This reason is the tariff uncertainty; and last week the Montreal Wholesale Hardware Association decided to take such action as would bring the situation before the attention of the Government.

A meeting was convened on Friday afternoon last, which was largely attended. There was some interesting discussion, it is understood, the general drift of which was that the Government, even if any changes were decided upon, should allow a reasonable time to elapse before the new duties came into effect.

That is to say, if the Finance Minister brings down his budget, as expected, during February and any changes pass into law, then they shall not go into force until

the first of July following. Some interval of this kind, it was pointed out, would enable merchants, both wholesale and retail, to put their stocks in order for the change in duty without serious financial loss, as had been the case previously when there was any tariff-tinkering.

As a result of the discussion, a motion was carried appointing J. B. Learmont, of Caverhill, Learmont & Co.; F. Fairman, of the Dominion Wire Co., and J. R. Wilson, of Thos. Robertson & Co., a committee to draw up a strong petition in accordance with the above.

This, when completed, Secretary Irwin is to forward to Ottawa, urging the careful attention of the Government to the matter.

In the meantime, as already noted, stocks are cut down to the narrowest limits, and the wish is general that as soon as the Government receives the petition there will be no delay in answering it and dispelling the present uncertainty.

The course that the trade want adopted is the one that **HARDWARE AND METAL** suggested immediately after the general elections. It is the only feasible one in the event of any changes ensuing.

GLASS MARKED UP AT MONTREAL.

Values on window glass in the Montreal market have at last responded to the continued strength abroad. Many expected an advance some weeks ago when values in Belgium went up with a bound, but the expectation was not realized.

This week, however, further strength abroad, and an advance in ocean freights, which means a higher cost laid down, caused sellers to make a move.

Accordingly, they have advanced their price 5c. on first breaks, and 10 to 20c. on second breaks, as noted in the regular market reports.

ADVANCE IN CEMENT FREIGHTS.

Importers of cement at Montreal were notified this week that freight rates from Newcastle, England, had been advanced 1s. 6d. per ton. As a result of this it will cost 5c. per cask more to lay down future shipments in Montreal, and an advance may be expected.

Stocks are not heavy either, and there is a less quantity on the way than is usual at this season. Belgian stock has been almost all cleaned up in Montreal this week by the sale of 2,000 casks, or at \$1.80 in 200 and 500-cask lots.

English is not in heavy supply either, and the ss. Durham City, from Newcastle, which has a quantity on board, has now been 18 days out without being reported.

ALLEVIATION FOR TARIFF REVISING EVILS.

IT is beyond question that the prospective tariff revision is a disturbing element in trade. We do not say this with a view to casting any reflection upon the Government in its avowed purpose of overhauling the tariff. On the contrary, we would rather commend it. The tariff needs revision, for where in many important industries it should be a help, it is now a hindrance.

When a patient is undergoing an operation the attending physicians try by every possible means science has devised to make it as easy as they can.

Tariff revision, whenever and by whomsoever done, causes inconvenience to trade. But, nothing is ever done by tariff doctors to alleviate the suffering of the patient. They do not seem to ever give thought to the devising of ways and means whereby the minimum of suffering may be secured. "It has always been done this way; and it's going to be done this way," is in effect their line of argument. And there is yet no sign that the present Government intends departing from the ways of their predecessors in office. Their predecessors did not give anesthetics when operating on the tariff and they do not propose to give any.

Meanwhile the trade of the country is suffering. We do not believe that it is suffering to the extent that some would have us believe it is. But it is suffering; and suffering more than it need suffer.

No sensible business man would for a moment demand that the Government should at this time reveal in detail what it proposes to do with the tariff. The work of tariff revision is too great and too intricate to expect it.

The physician cannot relieve the patient of all the effects of an operation. But he can alleviate them. And that is what the Government can do in the matter under discussion.

What is retarding trade is the uncertainty which surrounds the tariff. We all know the tariff is to be revised, but none of us know to what extent it will be revised. Hence, the uncertainty. As a consequence manufacturers, in a great many lines, are turning out goods but sparingly. Wholesalers and retailers are also moving like men treading in the dark with stone walls or pitfalls surrounding them.

What the Government should do is what we last week intimated it should do: issue an official notification to the effect that whatever changes may be made next January they will not go into effect until six, eight, ten or twelve months afterwards. Manufacturers could then go on making, importers importing and retailers buying for the next spring trade, confident that they

were not buying a "pig in the poke." And then, next spring, after the tariff had been revised they could go on arranging for their summer trade, alike undisturbed by tariff bugaboos.

This is the United States' method; and it is one of the few methods that that country has in dealing with the tariff that we can with profit take to our own bed and board.

CANADA PLATES, ETC., UNSETTLED.

THE anxiety of jobbers to turn over stock on hand as soon as possible is forcibly exemplified every day. In no case is the fact more marked than in tin and Canada plates and other similar lines.

It is well known that the markets in Great Britain have been pointing higher all along on these materials. Yet Canadian jobbers—at least those in Montreal—show no inclination whatever to take advantage of the strength abroad. **HARDWARE AND METAL** pointed this out early in September, and the remark holds equally good now.

This is all the harder to understand in view of recent advices to British sales agents, which advise them to be careful about orders accepted from now out, as there is great danger of their being executed too late to catch the last boats previous to the close of navigation.

The fact does not prevent holders in Montreal from offering stock at the same old prices. An illustration of this was noted on Monday. A Western jobber asked for an offer on Canada plates and was quoted a sterling price about equivalent to \$2.25 laid down at destination. He refused to book for the reason that he could buy in Montreal at \$2.15.

A SCARCITY OF SEAL OIL.

The Montreal market is almost bare of seal oil, stocks being lighter than for years past. A fact that aggravates the scarcity also is the small reserve stock available in Newfoundland. Advices this week state that at the outside there is not over 100 barrels available there.

In consequence of these facts values point higher, and though no quotable change has been actually established, some holders were stipulating for an advance of 3 to 5c. on current quotations.

CHANGE IN TINNERS' RIVETS.

A meeting of the bolt manufacturers was held in Toronto this week. Some re-arrangement of the list on tanners' rivets was decided upon, the discount on black and tinned up to 2½ lbs. inclusive being fixed at 65 and 5 per cent. off. The discount on all other rivets, including remainder of tin-

ners' list, is 60 and 5 per cent. Tinned iron burrs were left at 55 and 5 per cent. off the list.

A UNIQUE ALUMINUM DISPLAY.

A DISPLAY unique in the history of the hardware trade of Toronto was to be seen in one of the windows of Rice Lewis & Son's store in King street last week. It was a display of aluminum in ingots, in sheets, in rivets, and in an endless variety of kitchen utensils. It attracted a large share of attention.

Rice Lewis & Son are the agents in Canada for the largest aluminum manufacturers in the world, and consequently have an endless variety of articles in this line at their command.

"It is astonishing," remarked a member of the firm, "the number of manufacturers who are now using aluminum in the place of brass and steel. When we took hold of this article we had no idea that it could be used in so many ways as manufacturers are discovering that it can. The price is a good deal lower than it used to be, and I suppose that is what is inducing the manufacturers to take it up as they are."

AN EXPORT TRADE.

HARDWARE AND METAL are at all times ready to report and encourage vigorous and enterprising efforts on the part of their subscribers or readers. Several weeks ago we drew attention to the push of the Canada Paint Co., who, instead of sitting down and wondering what the next trouble would be, set energetically to work to find an increased output for their specialties, notably, graphite, Canadian red oxide and other lines which they manufacture. A brochure on steel painting, written by one of their staff, has been largely circulated in the territory to the south of us, as well as in the Old Country and the colonies. Having explained the efforts of the Canada Paint Co. to reach out for distant markets, we take pleasure in reporting good results. This week they have shipped over fifty tons of Canadian magnetic 93 per cent. oxide to Liverpool and Glasgow, a large quantity of diamond graphite to the States and a heavy shipment of paints and varnishes to Sydney, New South Wales.

WROUGHT IRON PIPE.

Several of the manufacturers are practically withdrawing from the market in its present unsatisfactory condition, as they regard existing quotations as unremunerative and are disposed to wait until better prices are obtainable. In some cases slightly advanced quotations are named, and with the withdrawal of the extreme prices which have been current, the market is firmer and slightly higher.—Iron Age.

DROPS FROM THE EDITOR'S PEN.

The merchant who studies his customers increases his custom.

Blind credits will in time lead any merchant into the ditch.

Judicious curtailment of credits means enlargement of profits.

A merchant that is not up to date soon becomes a back number.

The way to overcome evil in trade is by inaugurating good business methods.

Opportunities neglected to-day fly past too rapidly to be caught up with to-morrow.

Do not turn a deaf ear to any man's views, but do not accept every man's views.

Look out for your own interests, but do not forget that other people also have rights.

People do not, as a rule, place reliance in a man with whom self-reliance is a wanting quantity.

People who think twice before they open their mouth once are not likely to put their foot in it.

No man, and a merchant particularly, gains anything by unnecessarily increasing his enemies.

Merchants who dispense grains of kindness to children gather gold nuggets as a resultant.

The ideal "drummer" is as brave as a lion, as courteous as a lady, and as pertacious as a bull-dog.

A dull merchant can no more be expected to build up a bright business than can a dull knife cut a hair.

The association is to the merchant what the school is to the pupil—an educator. If it is not it isn't anything.

He who expects perfection in other people is, ten chances to one, as full of imperfections as an old wooden target is of holes.

He is an unwise merchant who increases his expenses except with the object of increasing his profits as well as his revenue.

The merchant who has not time to read his paper usually wastes golden minutes mourning over losses he would not have encountered had he found time to read that

which would probably have prevented him from incurring the loss.

The merchant has to deal with so many wolves in sheeps' clothing that it is surprising that he is not "bit" oftener than he is.

Every merchant should buy his goods as cheaply as he can, but care needs to be exercised that cheap goods are not bought dear.

The United States as a nation is confronted with a crisis; but it is within the power of the nation to knock said crisis on the head.

Dude clerks are good things to crack jokes upon, but it is dangerous to lay business responsibilities upon their mental capabilities.

A store sign often indicates more than the name of the merchant and the line of business he is in: It indicates whether he is dead or alive.

Hope must have a basis for its existence. If it is not it is a fancy. Trade in Canada is hopeful, for the substance of things upon which it is based are seen.

The clerk who once and awhile imagines himself in the place of the merchant will be a gainer rather than a loser by the little mental trick.

It is well to always exercise common sense. Through indiscretion a merchant can bring discredit upon himself by even discarding the credit system.

The "cutter" would appear to be in business for charity; but he isn't. He "cuts" because he doesn't want the "other fellow" to get any of the trade.

The value of a customer is not always in ratio to the quantity of goods he buys. It is the promptness with which he pays his accounts that determines his value.

A man has got to keep his eyes open, even after he gets in the Way of Success. The path of Ruin runs parallel with it, and if he is not watchful there is a danger of his wandering into it.

A fool can as easily displease a customer as a wise man, but it takes a Solomon to persuade most displeased customers to allow the offender to again bask in the sunshine of the offended one's favor.

In order that the full benefit of intercourse between traveler and merchant may obtain it is necessary that the merchant should stand in with the traveler as well as the traveler with the merchant.

VARIOUS DEGREES OF CLERKS.

BY SCOTT MCKERROW.

IF I were to ask my colored friend "Topsy" the question, "What is a clerk?" she would, in all probability, reply: "I guess its a 'speckilashun.'" To some of us who entertain philanthropic views regarding clerks this reply might be putting the truth in "cold ink;" notwithstanding, whether a salesman, or book-keeper, warehouseman, or office hand, he is a speculation just as much as the purchase of any bill of goods may be.

We buy his time at so much, we lease his brains, his appearance, honesty and industry at so much, and expect a sufficient revenue to fully compensate us for the investment. If the results, commercially, are inadequate, all other qualities are of no importance. From the parcel boy to the head salesman this same rule applies. If we find the boy playing marbles, or running after a circus, instead of delivering his parcels promptly, his conduct is just as detrimental to the business, pro rata, as to find the head salesman loafing around saloons and billiard rooms, or sitting on a nail keg in the warehouse expectorating tobacco juice into the corner.

There are three grades of clerks, namely: positively poor clerks, comparatively fair clerks and superlatively good clerks. And it is surprising how hard it is to climb from positive to superlative, and how easy to drop, one, two, three and out, it being contended that a man can lose the reputation of a lifetime in half an hour, providing it is not a "bad one." Each of the grades mentioned have their standpoints from which they view the subject. The first figures how much he gets and how little he can do in return and yet hold the job. He is by all odds the poorest of the three. He does his work in a careless, slipshod manner; he is the last to arrive in the morning, the first to leave at night, and is the loudest growler when extra work has to be done. Through his carelessness, either in the retail store or wholesale warehouse, he upsets arrangements, or spoils trade that may have taken months, yes, even years, for another salesman to obtain, thus clearly proving that cheap labor is often the dearest in the long run. At times he thinks nature and nature's laws are very much upset, which, if righted, would find him in the manager's chair, while the deposed manager would be measuring coal oil or washing windows.

Entering a store recently I met a sample of this kind of clerk, one whom nature had blessed with a capacious mouth and loud voice, of which he made full use. He was of the tobacco-chewing fraternity, his extensive lips having a juicy halo around them, presenting a picture which I thought hardly

enticing to the fair sex. The proprietor was out, and, having disposed of the usual greetings, he proceeded to offer some valuable (?) suggestions conducive to the better running of the factory. Then he turned his conversation to the "road," and in his expressive, though inelegant language, said:

"Gosh! Mac, I'd like to have your job. I think it's great to be a traveler, to go from town to town, staying at the best hotels, smoking good cigars, working when you like, quitting when you please, and money to burn." Then, sprawling lazily over the counter, he continued: "As for me, I have to work from morning till night, dirtying my hands with putty, stoves and oil, and waiting on cranky old farmers. I'm just sick of it." I tried to tell him traveling jobs did not grow on trees, waiting to be picked; also that he had the wrong impression of a traveler's work. But he could not see it thus, and, like many others with the same experience (about one year), he sits and chews, and dreams great dreams for the future. And it all ends in dreams.

The comparative clerk is he who has a job, is truly thankful, and thinks he does well if he can hold it down, hopes he is there for life, and seldom looks for a change. He works fairly well under directions, does the work assigned to him as his share methodically, but, falling into a groove, does not possess enough ambition to rise higher, or in any way better his position. He is generally devoid of taste, but should he have any, his lack of ambition prevents his cultivating or developing it. In fact, the comparative clerk is a first-class imitation of a living machine. He is, however, different to our "positive" clerk, for if he does little good he does little harm, and doing the "chores" fairly well, he often fills a niche in a country store, where the proprietor attends personally to the more important work of selling; and as we need "hewers of wood and drawers of water," he does routine work better than a man fitted for the more important work of selling.

The "superlative" clerk, to continue the degrees, or in other words, "the model clerk," is he who makes his employer's interests of first importance, who is willing to sink his own interests for the time being, to advance those of his employer; by that I mean, one who is willing to forego a picnic or pleasure party, or evening's entertainment voluntarily, when business demands it; who is first on hand when opening up, and not the first to rush for his hat when the clock strikes the closing hour; who takes an interest in the goods he sells, and sells them for the love of it; who knows his stock, and takes keen delight in having it clean, nicely sampled and shelved; who cultivates a taste for store arrangement, as well as devotes his

spare time planning a better arrangement for display of goods, or their more economical manipulation; who gets thoroughly acquainted with the customers, and studies their wants and endeavors to anticipate their requirements. This is the model clerk. These things do, and success is assured.

Clerks are not always to blame for their poor training; for "like master like man," having never been taught better. In Canada, where we are freer in our ways and less conservative, there is not the discipline or routine work that characterises England's stores.

In conversation with a young Englishman recently, he said: "I would not care to accept a position as salesman in Canada, intending as I do to return to England shortly. Your exceedingly free ways would make English discipline unbearable, as we in England are not permitted to sit down, nor speak to each other, except on business; and if there are no customers, and our departments are all right, we must take goods down and dust them simply to keep moving."

Canada being a younger country, we are not such "sticklers" for discipline. Besides, many of our merchants to-day have merged into hardwaremen from simply being tinsmiths, or even from having had no experience whatever, gaining experience from hardware travelers, or clerks who have had a slight experience in general lines of hardware. So that an idea of the general principles was obtained, while a knowledge of the details, such as sampling, classification of goods, and store arrangement, were not considered an essential. Therefore, a young man starting to work in a store of this kind could not possibly get a knowledge of these details, simply because there was no one to teach him. Yet this kind of experience, outside of the selling of goods, goes far to make the model clerk.

To a young clerk, I would say, master the details of your business. Don't be satisfied with a superficial knowledge of your work. It will make you a good clerk, a better traveler, and of infinite value to you when you are a proprietor. If it's sweeping



the floor, or washing windows, do it with the same vim that you would use selling \$100 worth of goods. Make your memory your price book, so that you can give your customer, off hand, the price of any article for which he may ask. It will save his time and yours too, and you may be able to sell him more goods. Endeavor to make yourself worth double your present salary. You are more likely to get an increase than if you give sparingly of your labor for the pay you get at present. Strive to equip yourself for a higher position than the one you now hold. Some day chance will come your way. Be ready. Goods are sold on percentage, therefore, a merchant would rather pay \$12 per week than \$6, or pay a traveler \$1,200 per annum than \$600 if you are worth it, there being more money in it for him as well as you.

Bear in mind that genius is really only the power of making continuous efforts. The line between failure and success is so fine that we scarcely know when we pass it—so fine that we are often on the line and do not know it. How many a man has thrown up his hands at a time when a little more effort, a little more practice, would have achieved success! As the tide goes clear out so it comes clear in. Sometimes our prospects may seem darkest when really they are on the turn. A little more persistence, a little more effort, and what seemed hopeless failure may turn to glorious success. There is no failure, except in no longer trying. There is no defeat, except from within, no really insurmountable barrier, save our own inherent weakness.

GROWTH OF THE TINPLATE INDUSTRY.

The growth of the tinplate industry in the United States is illustrated by the fact that the exports of tin from the Straits direct to this country for the seven months ending with July this year reached a total of 9,048 long tons, or more than twice the quantity noted for the corresponding period last year. This year the United States took 29.7 per cent. of the total shipments from the Straits, against 15.1 per cent. last year. This statement includes only the direct shipments, and makes no mention of the metal which reaches us by way of England and Holland. While the total tin imports into the United States for the earlier months of this year showed a gain, the business depression affected them later in the year, and the total reported by the Treasury Department for the seven months elapsed has been 10,586 long tons, against 14,416 tons last year. Nearly all this decrease was in the months of June and July. From the Treasury returns we also find that the imports of tinplates decreased from 294,848,812 pounds in the

seven months of 1895 to 179,386,938 pounds this year, showing a decrease of 39.2 per cent., which further illustrates the extent to which the demand is now supplied from our own works. It is to be regretted that we have not yet opened tin mines which give any reasonable hope of providing our works with domestic metal. —Engineering and Mining Journal.

AMERICAN CUT NAIL MAKERS.

THE New York Commercial Bulletin says: "The meeting of the National Cut and Wire Nail Manufacturers' Association was continued at Hotel Waldorf yesterday. There was a large attendance, about twenty firms in the Eastern, Middle and Southern States being represented. The cut nail section of the association decided to maintain the prices and output at the present figures until the first of November next.

"About the last week in October another meeting will be called for the purpose of deciding upon a policy to be pursued after November 1. The members of the cut nail section were practically unanimous in resolving to make no changes at present. It was conceded by nearly all present that there was no immediate prospect of a great increase in the demand for nails, but on the other hand it was urged that the Troy manufacturers having ceased to largely supply the market there was more business for other places.

"Soon after noon the cut nail section adjourned. It is probable that the next meeting will be held in New York city, but another city may be selected.

"The wire nail section also concluded its business yesterday. As the two branches of the nail-manufacturing business are closely allied, both agreed upon practically the same plan as to prices and output for the next month. It was represented by several members of the association who spoke in the conference, that the demand for nails had been restricted by the builders and many other trades that used nails, having experienced the depression that prevails in nearly all branches of industry in the United States. Other members predicted that after the Presidential election campaign is ended the nail-manufacturing industry will become brisk.

"The September prices of the association which, as just stated, are to be continued during the present month, are as follows: Wire nails, \$2.55 and \$2.65 per keg base, in carload and less than carload lots, respectively; cut nails, \$2.30 and \$2.40 per keg base. To jobbers purchasing from one mill within a calendar month 500 kegs or more of wire nails, a rebate of 5 cents per keg is allowed. The prices given above are the f.o.b. Pittsburg prices, the freight from that point being added in all cases in making local prices."

Advertising

Do you know that every **good** article you sell in your store is an advertisement for you—the very **best** you could have?

If the article is a **poor** one you'll get the advertising just the same—the very **worst** you could have.

Sell good goods at fair prices, and conduct your store in a business-like way, and it will only be a **matter of time** until you achieve success. It makes no difference how small your beginning is. If you sell **good** goods, they'll make their way, and **your** way, just as sure as the earth goes around. It's been our experience. It's what's made the name and fortune of The Sherwin-Williams Co. They were once a small, feeble, struggling concern. To-day they're the giants of the paint trade of the world.

The . . .

Walter H. Cottingham Co.

Limited,

Mfrs. of
The Sherwin-Williams
Finest Paints and Colors,
Montreal.

AS TO BICYCLE AGENTS.

IN the opening of the bicycle season for 1897, the thoroughly equipped dealers engaged in selling hardware should be regarded as the best possible agents for any high-grade cycle.

The bicycle business has this year suffered more than any other, from the multiplicity of people in every branch of trade who desired to add this salable line, on account of insufficient sales and attenuated profits in more familiar departments of their extensive stores.

Many of these agents were in classes of trade which could, without any qualms of conscience, either keep or drop this new addition to their wares, without special consideration for the manufacturer or his established reputation.

An agent of this character is of but little advantage to the maker, for he fails to make full use of the experience gained after months of close contact with the customary purchaser; for that individual brings with him a system of education founded on adverse criticism and general misinformation.

This sort of agent is just as willing to represent for the succeeding season any manufacturer from whom a lower discount or more favorable terms can be obtained; or is equally prepared to drop the business entirely, should the game in his estimation not be considered "worth the candle"; which feeling it is possible to have grow upon him on account of the necessity for a school of instruction in order to make the occupation intelligently profitable.

Bicycles in 1896 have been found on sale in almost every store possessing a front door and a show window, from jewelry stores to fish markets, from delicatessen shops to ship chandlers; and the ambition of most of these sub-agents to sell was made possible by an inverse ratio of profits to gross sales in their ordinary business, one to which they had devoted the wisdom and experience of a lifetime.

They make a start in this entirely new traffic, thinking, as the advertisement for a boy in the daily paper frequently expresses it, "no previous experience is necessary." They imagine with such an unusual demand anybody could sell cycles, the customer frequently knowing more about the machine he is in quest of than the dealer who disposes of it.

It doesn't take long before the dealer discovers this is an erroneous conception, as wheel after wheel comes back on account of some extremely simple but necessary repairs, which the possession of a screwdriver, wrench and a modicum of common sense could rectify in a few moments. But simple

tribulations like these are magnified by his inexperience and incompetence, and he begins to contrast his troubles with his profits, and he finally realizes there is no more reason why he should sell cycles without some previous knowledge of mechanical principles of the simplest sort than there would be in a butcher selling chronometers or a druggist peddling ratchet drills.—N.Y. Hardware.

SCIENCE IN THE STOVE FOUNDRY.

NOT so very long ago, says Metal Worker, it was considered a useless extravagance to have a laboratory in connection with blast furnaces and steel plants, but little by little the innovation took root, until now there is not a single large establishment of the kind which has not its well equipped chemical department. The trend toward scientific methods has followed into the dependent industries, and some of the prominent stove works are making an important feature of chemical and physical tests for the need of greater accuracy and more reliable information in the running of a large foundry is becoming more clearly recognized every year. Quite recently we have heard the complaint that it was imperative that some measures be taken to train up foundrymen able to run a cupola in the place of the old and experienced men who learned their business through years of practice and are now advancing to higher positions or being removed from their work by the Angel of Death. The trouble is that work in the foundry is physically a dirty business, and the young and ambitious men in a stove concern find it more congenial to seek advancement in the business department and familiarize themselves with commercial details and the preparation of designs and decorations rather than the mixing of irons and economical melting. It is a mistake, however, to suppose that the commercial end is the only important one in a stove business, for it is also necessary that the stoves be well and economically made if a business is to be carried on profitably. Increasing competition is the inspiration of new designs and keeps the business end of an establishment up to the greatest efficiency, but it must not be forgotten that the saving effected by economical methods in the foundry is also important in its bearing on the profits of the year. It would be well, therefore, if the young men in the stove trade would turn their attention to the metallurgy of the business and learn the chemistry of iron smelting, besides informing themselves on the every-day work of cupola charging. There is a field here for graduates from scientific schools, who would find fully as good, if not a better, opening in large foundries than they do in machine shops, where so many of them make their start.

BATTLE OF EXPLOSIVES.

THE great rifle match, which has been looked forward to with the liveliest interest in military circles, between the regular troops located in the Home District command and the volunteers of Middlesex, took place yesterday on the Government ranges at Pirbright. It was expected that the victory would have been on the soldiers' side, as they have been in possession of the Lee-Netford rifle for some years, whereas the volunteers have had very little practice with the weapon. The ammunition was also different, the regulars using cordite and the volunteers rifleite, both smokeless powders. The result, however, was contrary to the general idea, for the volunteers achieved an easy victory by 101 points. Each team was represented by 20 men, and the conditions were seven rounds each at 200, 500 and 600 yards. Lieut. Tryon, 3rd Grenadiers, and Major Twisaday, Queen's Westminster Volunteers, captained the respective teams. At 2.30 the match commenced in half a gale of wind, blowing from the left rear, and from the commencement it was seen that the volunteers were in good form. At the conclusion of this distance the riflemen obtained a lead of 23 points, putting on 590 points against 567 by the army. On going back to 500 yards the wind increased but a grand total was here made by the volunteers of 613 points against 592, to which Sergt. King and Sergt. Fulton, G.M., put in all bulls, or 35 points each. At 600 yards the regulars fell more behind, and the volunteers won easily by 101 points. The totals were: Volunteers, 200 yards, 590; 500 yards, 613; 600 yards, 593; aggregate, 1,796. Regulars, 567, 592, 536; total, 1,695. The best individual scores were, for the winning side, Sergt. Fulton, G.M., Queen's Westminster Rifles, 99 (31, 35, 33); Sergt. King, Post Office Rifles, 97, and Pte. Hope, L.R.B., 95; and for the losers, Sergt.-Instructor Milne, Gordon Highlanders, 95 (29, 33, 33); Color-Sergt. Baker, 3rd Battalion Grenadiers, 93, and Major Cowan, R.E., 92 points.—Daily News, London, Eng., Sept. 18.

RAILWAY MILEAGE OF EUROPE.

Returns of the railway systems in Europe at the end of 1895, drawn up at the French Department of Public Works, classifies as follows the length of line in each country of Europe, and the order in which each country stands with regard to the development, according to the superficie of territory and to the population. Germany occupies the first place with a total of 46,451 kilometres (five-eighths of a mile), of which 27,447 kilometres are in Prussia; France had 40,209 kilometres; Russia and Finland, 35,560; Great Britain and Ireland, 33,641; Austria-Hungary, 30,899; Italy, 15,057; Spain, 12,052; Sweden, 9,755; Belgium, 5,660, and Switzerland, 3,527.

H. S. HOWLAND, SONS & CO.

WHOLESALE ONLY

RETURNED
Oct. 12. 1896

37 West Front Street Toronto



Every Article Bearing Elliot's Trade Mark Warranted.

GUARANTEED



WARRANTED

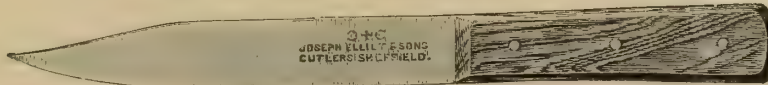
Beech Handles. No. 04528 x 5, 6, 7, 8in.

Polished Rosewood. No. 04170 x 5, 5½, 6, 6½, 7, 8, 9, 10, 11, 12, 14, 16in

Skinning Knives. No. 04173 x 5, 5½, 6, 6½, 8in.

Sticking " No. 04254 x 6in.

GUARANTEED

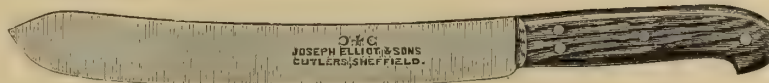


WARRANTED

Clip Point. No. 04341 x 5½ and 6in.

Boning Knives. No. 04172 x 6in.

GUARANTEED



WARRANTED

Cooks' Carvers. No. 04174 x 12in.

Cooks' Carving Forks. No. 04178.

Beef Slicers. No. 04175 x 12, 14, 16in.



Butchers' Steels. No. 7489 x 10, 12, or 14in.

GUARANTEED



No. 4757 x ½, 5/8, ¾, 7/8 or 1in.

GUARANTEED



No. 2364 x ½, 5/8, ¾, 7/8 or 1in.

GUARANTEED



No. 1392 x ½, 5/8 or ¾in.

GRAHAM Cut and Wire Nails are the Best.

Orders Filled Promptly.

H. S. HOWLAND, SONS & CO. - Toronto

HINTS REGARDING FURNACES.

FURNACE manufacturers are very properly calling the attention of their customers to the fact that a good time for missionary work is the present. A circular which has just been issued by a live maker of furnaces is designed to be distributed by local dealers among those householders in their vicinity who have not yet advanced to the point of putting in a furnace. The advantages of a furnace are dwelt upon to some extent, but the main point brought out is the very effective statement that no better time could be found than this fall for putting a furnace in a man's house, because the cost is far below what it has been at any time in the past, and is very probably lower than it is likely to be in the years to come. Manufacturers' prices on furnaces, the cost of fittings and the charges for labor in making the installation are very low at the present time. It is stated that from 25 to 50 per cent. can now be saved on a furnace plant as compared with the cost a year or two since.

Furnace manufacturers had previously made reductions to harmonize with the fall in the cost of their raw materials, but now they are cutting off much of their profit also in order to secure trade, while furnace fittings have been remarkably cheapened by the lowering of the cost of tin plate and galvanized sheets, as well as the introduction of labor-saving machinery in factories making fittings for the trade. It is the consumer's opportunity, and he should take advantage of it. For a very small outlay he can now get a first-rate heating apparatus, up to the times in every respect, set in accordance with the enlightened ideas of modern furnacemen, and calculated to invest domestic life with new charms when the chill winds of winter again blow.

The low prices now ruling should not be dolefully sighed over by retail merchants, cheerlessly sitting in deserted stores aimlessly waiting for trade to come in of its own motion. If used properly these low prices may be the means of inducing business that would otherwise have been beyond persuasion. There are people in every locality who are able to provide themselves with some of the luxuries of life, but who wait for a more favorable opportunity. Some are controlled by one motive and some are the subjects of other influences, but all they need is a vigorous presentation of the subject to induce them to fall in line and adopt modern ideas. Many people have but a vague idea of the cost of furnace heating and imagine that it is very expensive, so much so as to be beyond their means. They consequently make no inquiries, and are not regarded as inviting subjects for a little talk on furnace heating, whereas if a little

light was shed on their understanding of this matter they would gladly make the improvement, after having found how comparatively inexpensive it would be. Furnace dealers, in fact, should solicit trade much more vigorously than has been their custom. They would find their returns much heavier.—Metal Worker.

HINTS ON LAMP GOODS.

THE following hints on handling lamp goods are taken from Ironmongery for September :

All lamps displayed should be fitted with glass and wick, ready for sale, and in a condition to hand over to the customer, without delay. Never allow a single defective lamp to be among those exposed for sale. To attempt before a customer to fit a wick in a faulty burner is to condemn it at once, and weaken confidence, even if another lamp is given.

Whatever other lights may be produced, whether by electric force, which is up to the present a successful illuminant, but too much of a luxury for universal use, or by coal gas, which is steady and certain, because of its cheapness, petroleum is at once the greatest factor if not the most popular, and at least it is the most practicable illuminant for the homes of the majority ; and not only in these many places, but in urban districts where, in the absence of all other artificial lights, it is an absolute necessity. Despite the growth of other light-giving agencies, there is a wide field open for the ingenuity, skill and enterprise of both manufacturers and distributors of petroleum lamps, and there is evidence this season of great strides in the way of good serviceable lamps for all classes.

The great problem of safety has no doubt in many points been solved by, for instance, central draught, by which means the reservoir is kept constantly cool, also by an S tube, through which the wick passes, and which in case of an upset partly fills with air and most successfully prevents the escape of oil and makes explosion absolutely impossible by isolating the mixture of vapor and air from contact with the flame, thus preventing what has been the cause of many accidents ; also safety has been ensured by extinguishers, which operate automatically. All these have their own distinctive advantages, the result of which is that hand, table and other lamps burning petroleum may now be used without anxiety, and probably will be used as largely as ever.

Where the season's lamps have not yet been purchased, it will be wise to book them very soon, as so much depends upon being ready for any new season's trade, and perhaps more especially for this, when old lamps, which may have sufficed for the

small use of summer, will be discarded for new ones for the larger use of winter.

On receipt of the season's stock, it is well to notify on the ticket with which each lamp is marked all such particulars as will lead to the quick identity of any particular pattern, such as initial of maker, date of invoice, pattern number, cost and selling prices, including globe which should be identifiable by some particular number, which will be referred to later on. By these means any lamp can be quickly traced, and there will be no danger of expensive globes being sold with lamps for which they are not intended. Errors are easily made, at least, by younger hands, in this way, when many lamps are being shown to customers together and perhaps being changed by their wish from one lamp to another. I should advise the use, as far as possible, of cypher marks for the notifying of the details just mentioned, so that the date of receipt may not be known by persons who may notice the ticket when inspecting the lamps. Each lamp should be ticketed in plain figures. The writer does not approve of displaying lamps of all qualities in one window at the same time, as to place one value five shillings by the side of another very much higher in price simply spoils the appearance of both. It is a better plan, the writer thinks, to have a complete display of lamps say over twelve shillings, and after a time change this display for a selection all below the price mentioned down to five shillings, which may again be changed for a display from that price down to the cheapest.

The illuminating of all windows, wherein lamps are displayed, should be entirely by petroleum, as this is the most practical way of showing the advantages of lamps. To have such windows lighted partly by gas and lamps is not wise. Pleasant effects may be secured by having tinted globes on the lighted lamps, which should be left burning some time after the shop is closed. Besides the illustrated circulars sent in such large quantities by the makers, I would have printed cards of instructions and hints on how to manage petroleum lamps with safety, which should include special instructions to keep the burner free from charred wick, and to wash such burners in boiling water and soda and dry before a fire at least once a month. To guard against having wick too long in any lamp, as it becomes hard in time, and strains the wheels and spoils the burner. To see the lamp is filled each day, and any such hints that will engender cleanliness and care.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

IS IT HONEST?

AMONG the customs that are frowned upon, yet endured, is that of treating contracts lightly. There are few men who do not have among their customers men who treat contracts as a business convenience, whereby they can obtain bottom rates or special advantages, and live up to such contracts only when to do so is to their advantage. Those who appear to possess a little conscience adopt the method of rejecting such stock as they do not want, on the plea that it is not up to sample; others simply countermand so much of the order as they do not want and leave the seller to do the best he can with the rejected stock. If the seller refuses to release the buyer, the latter may or may not allow the account to be sued, just as the whim suits him. If cornered he is likely to set up the plea of "not according to sample," and the seller is likely to be put to an expense far in excess of the loss that results from the countermanding of the order. In all departments of trade the cancellation of an order works loss, but it falls heaviest upon the manufacturer, because of the necessity of purchasing materials and expenses incurred during the interval between the time of booking the order and its shipment. Then, too, it often happens that orders call for special styles or conditions, which unfit the goods for the

general market. No one stands ready to justify the countermanding of orders as a moral or legal right, and yet the custom has become so prevalent that many are disposed to look upon the practice as a right. Whenever these cases have been settled in the courts the validity of the contracts have been upheld, except in cases when buyers have been able to prove fraud. A recent decision given by the United States Circuit Court at Albany, N.Y., giving a verdict for the full demands of the manufacturers for loss sustained through the countermanding of an order, was but an act of justice.—The Hub.

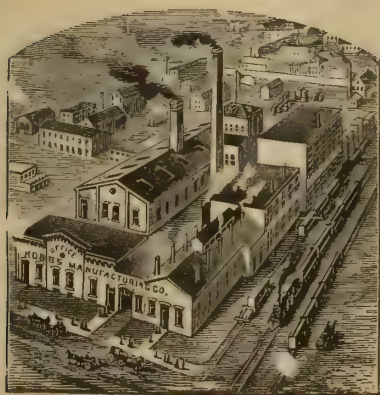
NEW ZEALAND TRAVELERS' TAX.

The tax of £50 per annum upon commercial travelers in New Zealand, upon which we commented some weeks ago, has occasioned much opposition and irritation in commercial centres in Australia. Mr. George Turner, the Premier of Victoria, even went so far as to write the New Zealand Government, expressing a hope that the impost would be reduced, if not abolished. The New Zealand Treasurer (Mr. Bard) has replied declining to interfere. He says: "The imposition of a fixed amount of £50 was determined on in consequence of the difficulty experienced by representatives of non-resident merchants in making a return of the business done and profits arising

therefrom. In many cases the Taxation Department was informed that it was practically impossible to furnish the required information, and the suggestion was made by many representatives, as well as by several principals, that a fixed amount per annum be substituted."—Hardwareman.

WHERE TO KEEP GOODS.

A prominent hardware merchant in talking with me upon this subject, said: "This matter was brought to my attention with a great deal of force a year or so ago by one of my clerks. He went quietly to work to find out how many things were called for which were not kept in the main sale room, and when he had completed his investigation he came to me with his report. Much to my surprise the report showed 380 articles which were kept up or down stairs. While the location of a great many of these items could not be changed, we went to work and reduced the number by some 275 and so made it that much easier to wait on our trade." His remarks surprised me and I wonder how many of us would find the same conditions existing in our own stores if we investigated. By the way, the merchant also said, "This clerk is one of the few who push themselves to the front and he is now getting a salary of \$3,000 a year, but not with us."—Michigan Tradesman.



Hobbs Manufacturing Company

LONDON

GLASS

The largest and most complete stock of **GLASS** in Canada. We are the only house making and carrying the full line.

GLASS

LOOK AT THIS LIST.

Mirrors,
Cathedral Windows,
Plate Glass,
German Mirrors,
Jewelled Windows.

Leaded Work
16 and 21 oz. sheet.
28 and 32 oz. sheet.
Enamels
Tints of every kind.

Mosaics,
Signs, Paper Weights,
Stained Glass,
Portrait Work.

ASK FOR DESIGNS AND PRICES.

Established 1860.

Incorporated 1895.

Blue Flame Oil Heaters

NO SMOKE

NO SMELL

You can stay in the same room with the Blue Flame Heater without requiring to open the windows and doors to let the smoke and smell out.

Send for Sample.

The Thos. Davidson Mfg. Co.
.. MONTREAL ..
 Limited.



THE GOVERNMENT SHOULD BE CAREFUL.

THE Dominion Government should go very slowly in undertaking to make any changes in regard to the minimum rate of speed of steamers that may be subsidized for an Atlantic service.

That we need a steamship service on the Atlantic faster than we now have is beyond peradventure. No one, as far as our memory serves us, has ever said anything to the contrary. The fact that the Canadian lines take from 30 to 40 per cent. longer time to cross the Atlantic than do the fast boats running into New York is evidence sufficient to convince any ordinary man that we need a faster line, and need it badly.

On the Pacific we have the lines running to Australia and the Orient. Both these lines are superior to any other line running on the same routes from United States ports. Foreigners, as well as British subjects, take that line because of its efficiency. The C. P. R. as a trans-continental route is taken again for the same reason. But when the traveler reaches eastern Canada he branches off into the United States and takes for Europe one of the fast lines running out of New York. And that in spite of the fact that Canada is a day or two's

journey nearer Europe than is the favored port of New York.

It is to be regretted that so much opposition should arise to the inauguration of a twenty-knot service, just when the desideratum appeared to be within realization. It was not in evidence when Parliament was dealing with the matter. The question has been before the country for years, and why such opposition should develop now, and so suddenly, is difficult to understand.

What the Dominion needs is a first-class line. Anything that comes below a twenty-knot minimum rate of speed will not be a first-class line. It may be safe, it may be comfortable. But speed is to-day the chief factor which determines whether a line is first-class or not.

Give Canada a twenty-knot service on the Atlantic and there is no question about her being able to compete with New York in regard to trans-Atlantic travel; but with an eighteen-knot service it is a question. It is well to be cautious; but it is also well to avoid a petty cheese-paring policy.

We are infinitely more in need of a fast service on the Atlantic than the United States ever was. The fast lines running into New York were not established because that port was not getting its proper share of

the Atlantic traffic. With the lines that preceded the present service that port held first place. How great, therefore, is the necessity that Canada should have a line of boats that can do mile after mile with the ocean greyhounds that run in and out of New York? If she has not, how can she compete? If our boats are not as fast as those of our competitors how are we to attract traffic that is now not ours?

Another question which has to be considered is: Will Great Britain assist in subsidizing a second-class line of steamships? The reason that the Motherland agreed to subsidize a twenty-knot service was that the steamers composing it could be utilized as fast cruisers in the event of war. Boats that could be obviously outstripped while either being pursued or pursuing are not boats that the British Admiralty are likely to look upon with favor or to put their hands into their pockets to help. Great Britain is primarily looking after her own interests, not ours.

No one questions that we will have to subsidize a steamship service, whether that service be slow or fast. What is to be gained, therefore, by reducing the amount of the subsidy by a few thousand dollars when by so doing we shall induce Great Britain to withdraw her financial support or to give a support that would be of very little assistance.

These are questions which it would be well for the Government to ponder well over.

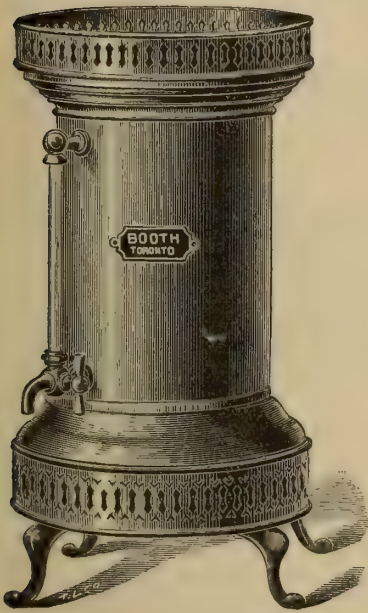
.. VALENTINE'S ..

FELT WEATHER STRIP

HAMILTON HARDWARE CO., Ltd., Sole Agents

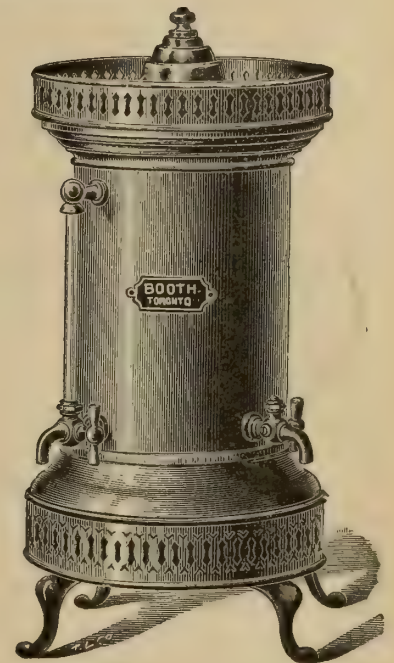
Write for samples and discounts.

Hot Water Urns...



No. 1. Nickel Plated.

*THESE GOODS
ARE MADE OF
STRONG COPPER
AND ARE
HEAVILY NICKEL
PLATED.*



No. 2. Nickel Plated.

MANUFACTURED BY

The Booth Copper Co., Ltd. - Toronto, Ont.

AXES

We have the following new assortment to choose from, and are offering at very low figures . . .

MONTANA,	MAPLE LEAF
FOREST CLIPPER,	Plain and Bevelled
BLACK PRINCE,	LANCE BEVELLED
COLUMBIA,	CLIMAX
PHANTOM,	BLACK, Hand-made

WRITE FOR PRICES _____

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

PROJECTED IMPROVEMENT IN BICYCLES.

THE coming year promises to see some more or less important changes in the higher grades of bicycles. It is generally conceded that these are necessary to the perfecting of the modern wheel, and while not interfering in a radical way with its general construction, will cover some relatively important details, in the smaller parts. An authority conversant with some of the plans outlined for 1897 says the following in an Eastern contemporary :

"It seems likely that there will be a decided change, and it is hoped for the better, in the improvement of the small parts of the bicycle. High gears will likely be popular next season and I think that the standard sprocket will have twenty-one teeth to the front and eight to the rear, giving a gear of $73\frac{1}{2}$ in. This standard has been reached after careful investigation into what the average wheelman likes best. There has been a large demand this season for high gears, and the standard gear of 68 inches seems to find small favor now. In England riders are using the high gears, so it seems only fair to let riders have an opportunity of experimenting with them in this country. Another decided change, and one that seems likely to be very popular next season, will be the introduction of wooden handles on all bicycles. Some few wheels are fitted with them this season, and they are said to give great satisfaction. Wooden rims were introduced several years ago, and, in addition to reducing the weight of the wheel, have proven a good thing. The makers do not as yet seem to know what to do about the wooden handles. Some riders who have used them this year say that they will ride with no others, but it is a matter of speculation whether the average rider will, after carefully testing, prefer wood for his handle bar. It is evident that they will be in large demand, however. The saddles for '97 will show great improvement. During the season expert riders have tried every description of saddle, and while some are commented upon favorably, it seems to be the universal opinion that a perfect saddle is yet to be made. I do not think that any change will be made in the weight of the wheels for next season. All the manufacturers are considering the question of providing brakes with the new wheels next year. The time has now arrived when the use of the brake is an absolute necessity, and next year few riders will go without one. The present style, consisting of spoon and levers, is very effective, and is scarcely to be regarded as awkward and clumsy. It does not wear the tire unless unnecessarily or improperly used. During the season various experiments have been made and

different devices in the form of pneumatic and spring brakes will be put forth. One firm is turning out a brake for next season that will likely meet with favor. It is a combination brake and lock. It is diminutive in size, but strong and effective, and is likely to become popular inasmuch that it does not spoil the outlines of the wheel, attached, as it is, to the front forks, and being small is hardly noticeable."

COOLER STEAMER STOKEHOLDS.

An English firm, as a result of numerous experiments, has designed an ingenious arrangement for the cooling and ventilation of stokeholds in steamships. The arrangement may be described as follows: Compressed air enters the ventilators through a narrow nozzle, similar to the cone in an injector, and is then mixed with a small proportion of steam coming in by a wider opening. The high velocity of the air from the conical muzzle causes the air and steam to be well blended in the large chamber of the apparatus, from which, when it is necessary to cool the air, the air and steam are led through an aperture to a distributor, or, when atmospheric conditions warrant it, the steam alone or air alone can be dealt with in this manner. A valve at the other end of the chamber is opened proportionately to the amount of moisture required, and part of the steam in the chamber enters a coil or condenser terminating in a drip pipe, in reaching which the steam is condensed to water, and subsequently is pulverized to vapor when passing through the distributor already referred to. By this means the hot, dry air which is being driven down the trunks absorbs the vapor and undergoes cooling to an extent which is easily regulated by adjusting the valve at the end of the chamber. The main casing of the apparatus is surrounded by a thickness of asbestos, and to complete the lagging an outer case is provided.

WHAT CONCILIATION DID.

The file-makers of Birmingham, England, owing to the improvement in trade, recently made a reasonable application for an advance of 10 per cent in their wages. Trade being at a low ebb in 1894, a deduction of 10 per cent was made in their pay. It was not deemed unjust or unreasonable, and it was accepted without any grounds of complaint. Now that trade has revived the men urged the return of the old wage. They got it. On neither side was there any disposition shown to be inconsistent or arbitrary, and the result was as might be expected. A little more of this reasonableness and an intelligent conception of business conditions, remarks Age of Steel, would not be thrown away in other quarters. Satisfaction with what is fair on both sides would stop many a foolish strike.

AN IMPROVED TELEPHONE.

THE telephone as it is to-day is a wonderful invention. That it is not perfect, however, all of us are aware. It is often difficult to get a response from "Central," and, while you are talking, interruptions are frequently experienced by some other number breaking in upon you; while we know that conversations between two parties can be frequently overheard by a third person.

In the office of Musson & Co., 50 Front street east, Toronto, is on exhibition an improved telephone which appears to possess all the qualifications of the system now in vogue, and apparently none of its imperfections. It is called the Automatic. The system is a unique one and yet is simple. The great feature about it is that it does away with the operators at the central office. The machine by which the connection is made is called the "automatic switchboard." This board consists of a number of switches corresponding to the number of subscribers, so that each subscriber can be placed in electrical contact with any other subscriber. The switch is a small machine and is practically indestructible, and is worked by a dial on the front of the telephone in the subscriber's office. For instance; if you want to call up, we will suppose, number 124, you remove the receiver from the hook, place the forefinger of the right hand on figure 1 on dial, pull down as far as you can. Remove the finger and the number will return to its proper place; the indicator (on the left of the front of the dial) will show hundreds. Put the same finger on figure 2 and pull down as far as it will go; remove finger and it will return as is already stated. The same operation is to be done with the figure 4, thus describing number 124. Then ring the bell by turning the crank while pressing on the buttons on the left side of the bell box. If the person you are calling up is within hearing of the bell you get the reply in the ordinary way. The replacing of the receiver on the hook automatically disconnects the switch at the central office and allows it to return to its normal position. This done, the telephone is in a position to immediately call up another number if you so desire without having to wait for the central to connect you, as you do your own connecting. It is impossible for anyone to interrupt you during conversation by this system, while secrecy, often so necessary in business matters, is assured. This system is certainly a wonderful device.

Mr. Geo. Musson is representing the manufacturer of the Automatic, and is tendering for the franchise for the city of Toronto.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star. Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

A WIDE-AWAKE HARDWAREMAN.

A WESTERN hardware and stove dealer located in a city of about 15,000 inhabitants is reported as having adopted a plan for interesting the housewives of his city in his stoves and tinware stock that is worthy of mentioning, says Stoves and Hardware Reporter. He occupies two connected store rooms, one of which is devoted to hardware, and the other to stoves, tinware and housefurnishing goods. For several months past, every advertisement he has published has contained a request to thrifty housewives to call and inspect his model kitchen. At the front of the stove store, at one side of the entrance, and lighted from the show window, he has a space separated from the rest of the store with two partitions about eight feet high, the front of the store and side wall forming the others. The room so made, he has fitted up as an ideal kitchen, with steel range, gasoline stove, sink, kitchen pump, cupboard and all usual accessories. All kitchen ware, tinware, granite ware, etc., sufficient for doing the work for a moderate sized family, are in evidence in their appropriate places. In the drawer of the kitchen table small implements, knives, choppers, etc., are stored, and a visitor is incited to a tour of the kitchen, investigation of drawers, cupboard, etc., to discover everything.

The dealer keeps his eye open for novelties in furnishing goods and the kitchen is a repository of samples of the best and newest things he has. He has found the idea to be a good one, that his goods are brought to the attention of customers in a more forcible way than if merely kept by themselves on the shelves, and that visitors are incited to an examination of the entire stock.

IRON ORE IN SOMERSETSHIRE.

Some time ago now quite a flutter was raised by the announcement that oil springs had been discovered in Somersetshire, and in due course a company was formed to exploit the district. Having heard nothing of the venture for some time, I had almost forgotten it, but it has been brought back to recollection by the announcement that deposits of iron ore have been discovered in the same county.

The deposits, according to rumor, lie within a few miles of the coast, and so near to a port that railway carriage can be avoided. The ore can be got, it is reported, at 8 feet below the surface in good paying quantities, and borings have already demonstrated that it exists at much greater depths. There is a slight admixture of lead and sulphur, which does not deteriorate from the quality, which experts have certified as being as good for steel-making purposes as

the best hematite. I shall be glad enough if the report proves to be well founded. Anyway, the western county seems to be looking up, and soon the appellation of "lazy Summerzet" will have to give place to something more apropos.—Vulcan in Ironmonger.

A COMMERCIAL SWEATER.

Soon after he got into working order, a large buyer, who had previously gone to Germany for his goods, came along and asked for a price. The young man knew well enough what had been paid before, so he quoted what he felt sure was the right figure, but the order never came. A second time the line was dangled before his eyes, and again he made a bid, but he was again unsuccessful. A few days ago the order was again offered. In desperation the young man made a plunge. He quoted a price which left him barely a living profit, and waited for the order. But, alas!—as the story books say—it came not. And why not? Inquiries proved that, on each occasion, the buyer had taken the young man's prices to the German firm he had already dealt with, and asked them to beat them if they could, and they had obliged him every time. I call this scandalous, but the word is not half strong enough to meet such contemptible tricks.—Ironmonger.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR . . .

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 9, 1896.

HARDWARE.

THE conclusion of the makers' meetings and the approaching close of navigation has brightened up wholesale trade here to some extent, but the total volume of business is far from equalling that of last fall. There has been a better demand for cut nails, horse nails, horseshoes, screws, brass and copper wire, during the week, and shelf goods also, such as cutlery and sporting goods, have been rather active, Stove furnishings and iron ware are also in demand, with indications that it will be maintained.

PLAIN WIRE—Very little activity to note. Orders are confined to hay-baling and fencing wire, the demand being greatest for the former. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—There is no improvement in this line. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—The demand has not increased appreciably since the reduction in price. Discounts now are 70, 10 and 5 f.o.b.

in Quebec, 70 and 12½ in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12½ in Maritime Provinces and British Columbia, and 67½ and 5 in Manitoba and the Territories.

CUT NAILS—There has been more enquiry for cut nails, but orders are confined to narrow limits. We quote \$2.75 f.o.b. Montreal.

HORSE NAILS—There has been a fair enquiry for horse nails, with discount 50 per cent.

HORSESHOES—Some small orders are noted, but business is far from active. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, as to brand.

TACKS—The reduction has caused no appreciable increase in demand, which is of a moderate character.

SCREWS—These have been fairly active at the reduction noted last week. Discounts now are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—There has been a fair enquiry for both descriptions.

CARRIAGE BOLTS—A quiet trade is passing at 60 per cent. discount.

IRON RIVETS—A fair quantity of these are moving out. Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—A moderate demand is noted at 50 per cent.

ROPE—There is a fair enquiry for rope, and prices range about as before. We quote: Sisal, 6½ to 6¾c.; manilla, 8½ to 8¾c.; deep sea line, 13½c.

SLEIGH BELLS—Fair quantities of these are asked for.

CHAIN—Cow ties are asked for in the same volume as last noted.

CUTLERY—A fair sorting-up trade is noted. Jobbers' stocks here are far from complete, owing to delayed shipments.

SPORTING GOODS—There is a brisk demand for guns, rifles and ammunition of all kinds, the volume increasing if anything.

APPLE PARERS—These continue in demand, but in a more limited way than last week.

PLUMBERS' SUPPLIES—There is a fair enquiry experienced in this branch of business.

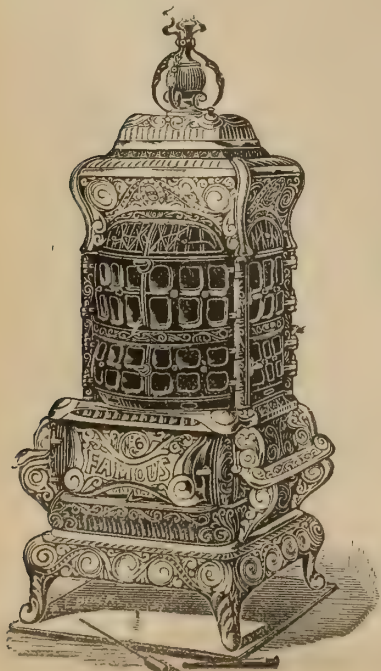
CHURNS—Demand is more limited, and discount 70 per cent.

CLOTHES WRINGERS—There is a fair enquiry on the basis of \$26.50.

AXES—Some fair orders are still noted, but they are not as extensive. We quote: Ordinary, \$7; buck, \$5.75, and small steel, \$5.50.

TOOLS—There is little change in this line.

TINWARE—A good demand is maintained for stove furnishings.



FAMOUS BASEBURNER

The handsomest and best working stove of this class in America. Construction of flues gives it a greater heating capacity than any other.

Entire base radiates heat.

Immense radiating surface secures economy in fuel.

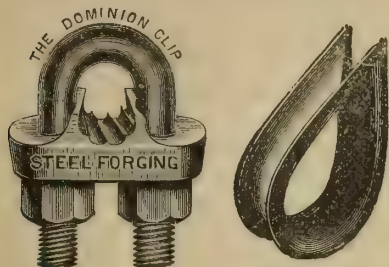
Made in two sizes with and without oven. Oven is made with the flues same as in cooking stove.

Double heater attachments. A triumph of art and utility.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

Don't

The celebrated advice given by "Punch" to those about to marry was—"Don't." We offer you the same advice when you are asked to use other horse nails than the old Standard "C" brand. Don't! It is always the safest course to buy the best; they have our name and brand on each box. Don't accept substitutes.

CANADA HORSE NAIL CO.

Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

... Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCHFactories of the ST. GOBAIN CO. makes the **Best
Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

IRON WARE—Kitchen utensils continue in fair enquiry, both plain and enamelled.

BUILDING PAPER—There is little change to note except that small lots can be had for less money. Plain building now ranges from 30 to 32c.; tarred lining, 40 to 42c.; tarred roofing, \$1.40 to \$1.50.

CEMENT—This market is firm under light supplies and an active demand. We quote: English \$1.90 to \$2.05 and the market is almost bare of Belgian, which is held at \$1.80 to \$1.90.

FIREBRICKS—There is a quiet demand for these at \$16 to \$21 per 1,000.

METALS

The approaching close of navigation has led to some movement in heavy iron and metals, but the general volume of trade is still far from satisfactory.

PIG IRON—On some small lots of Scotch pig remaining here holders are willing to shade to effect a sale, but buyers are few. We quote \$19 for Summerlee and equal brands, Ferrona and Siemens, \$16.50 to \$17, and Hamilton, \$17.50 to \$18.

BAR IRON—There is no change in this line. The tone continues easy at \$1.50 to \$1.55 for domestic. British bar is not available under \$2 to \$2.15.

HOOPS AND BANDS—There has been business in Canadian bands at \$1.75 per 100 lbs., and we quote English, \$2.20 and \$2.30.

SHEET STEEL—Steady and unchanged, with a fair demand at \$2.60 to \$2.70.

SHEET IRON—Black sheets have sold at \$2.40 to \$2.50.

TINNED IRON—There is no change in this line, which we quote at \$5.75 up to 24 gauge.

GALVANIZED IRON—Import orders have been placed, but agents are very cautious about accepting them now. We quote prices firm at \$4.35 to \$4.50.

LEAD PIPE—There is a fair demand for lead pipe at 7 to 7½c., with 30 per cent. off.

PIG LEAD—Has ruled steady with some enquiry at \$3.15 to \$3.75.

PIG TIN—This has been a shade easier, though the jobbing quotation is unchanged at 15½ to 16c.

INGOT COPPER—Dull and steady at 12 to 13c.

SHEET COPPER—Quiet, with a small demand at 16c.

IRON PIPE—Discounts are as before: 65 to 70, 10 and 5.

CANADA PLATES—There were some arrivals during the week, but they were all absorbed. Prices are steady in a jobbing way at \$2.25.

TIN PLATES—A fair demand has been

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729



WE thank our numerous friends for their handsome treatment so far, and would bespeak their further orders.

"SCIENTIFIC"
STOVE ENAMEL AND
STOVE PIPE VARNISH

Stand at THE TOP.

Western Agent—W. L. MACKENZIE, Winnipeg.

Eastern Agents—W. S. CLAWSON & Co., St. John, N.B.

For sale by the wholesale trade generally. Telephone 2905

SCIENTIFIC VARNISH MFG. CO. - TORONTO

"Same
as Last."

When a man comes back after having bought varnish from you and wants "the same as last" you can be sure you've got the right article.

This thought has been suggested by the number of repeat orders we have recently received for varnishes in nearly all of which our customers say: "be sure and send same as last." And one thing is sure: we always **do** send "same as last."—Uniformity is one of our strong points.

The Cottingham Varnish Co.

LIMITED

Mfrs. Pratt & Lambert's Varnishes,

Montreal.

noted for these, both from stock and from imports. We quote: Coke \$2.75 and charcoal \$3.25 to \$3.75.

TERNE PLATES—Fair demand and steady at \$5.75 to \$6.25.

SOLDER—Quiet at 11½ to 13c.

SHEET ZINC—Enquired for in a small way at 5 to 5¼c.

SPELTER—Without change at \$4.50 to \$4.75.

ANTIMONY—Remains dull at 10c.

GLASS.

There has been an advance in spot prices of glass, which has been long awaited. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

Business in this line does not show the activity looked for in the fall. Buyers are restricting their wants to sorting purchases, and the generally low range of prices seems rather to retard than to stimulate purchasing. There is a good deal of business yet to be done, and stocks are very light considering the end of the season. Indeed, with the exception of linseed oil, supplies are rather limited. Turpentine gathers strength in the south owing to continued active buying.

WHITE LEAD—Firm, with a fair demand. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Meets with a good enquiry. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—A fair sorting demand is experienced.

LINSEED OIL—The feeling in this is, if anything, a shade steadier. We quote raw, 45c. and boiled 48c.; 5 and 10-barrel lots, 1c. less.

TURPENTINE—The demand is good and prices higher. We quote 40c. for 5-barrel lots and 41c. for single barrels.

SEAL OIL—The market is almost bare of this and holders are disposed to ask more. Quotations, however, are not actually altered from 42½ to 45c.

NAVAL STORES—There is a fair trade passing. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Values on heavy chemicals are unchanged while demand is fair. We quote: Bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

The demand is on the increase. Prices are steady as follows: Canadian, 16½c. and American 20c., in single barrels, car lots, of course, being had for less money.

HIDES.

The hide market here is quiet. Dealers are paying 4 to 6c., according to grade, and sell at 5 to 7c., an advance of 1c.

ASHES.

Quiet and unchanged. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.55 to \$4.60 per 100 lbs.

MONTREAL NOTES.

Glass has been marked up 5 to 10c. in sympathy with advance abroad.

This Canadian graphite and oxide paints are having a good sale at present.

The demand for cement is on the increase, and Belgian is almost exhausted.

Receipts of cement were 5,500 casks of English, and 35,000 firebricks were also received.

Arrivals of Canada plates this week were over 8,000 to 10,000 cases, but they were all sold ahead.

Lamplough & McNaughton note an increased demand for Theile & Quack's "Eagle" brand meat choppers.

ONTARIO MARKETS.

TORONTO, Oct. 9, 1896.

HARDWARE.

THE volume of business is not as large as it was a week ago, although a great deal of goods is still going out. Fall specialties are still receiving the most attention. Ordinary fence and barb wire is still practically at a standstill. Since the reduction in price, a good many wire nails have gone forward. An increased demand is to be noted for coppered spring wire. Business in horseshoes continues to improve. The sporting-goods trade is still brisk, although guns and rifles have not been as much wanted as they were. A slightly increased demand is reported for churns. The only quotable change in prices is the fixing of the discounts on black and tinned tinner's rivets at 65 and 5 per cent. on sizes of 2½ lbs., inclusive. Payments are slow.

ORDINARY FENCE WIRE—There is no improvement yet. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

PLAIN WIRE, ETC.—There is nothing to report in connection with bright or coppered iron wire, but an improvement has been noted in coppered spring, especially in the imported article. We quote: Tinner's, cop-

pered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal or Hamilton; no freight allowance.

BARB WIRE—Dull. We quote for Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—There has been a revival in the demand since the reduction in price was ordered a week or two ago. Discounts are 70 and 12½. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—There is no improvement. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

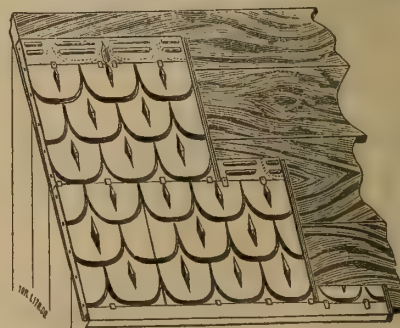
HORSE NAILS—The improvement noted a week ago has been maintained. Discount, 50 per cent.

HORSESHOES—Quite an improvement is to be noted this week, some good orders having been received. We quote, f.o.b., Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—The reduction in prices last week does not appear to have yet had any effect on the demand. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BRASS AND COPPER WIRE—Business continues fairly good at the discount of 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is only fair. Discount unchanged at 60 per cent.

RIVETS AND BURRS—Black and tinned tinner's rivets, 2½ lbs. inclusive, have been fixed at the discount of 65 and 5 per cent. All others are as before. We quote: Stove bolts, 60 and 10; black and tinned tinner's rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—The price of raw material continues to appreciate, but no change is to be noted in the manufactured article. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—There is some movement in carvers, and table cutlery is more active. A fair quantity of case goods is going out.

SPORTING GOODS—Trade is still good, no falling off having been exhibited, except in guns and rifles.

APPLE PARERS—Only an occasional order being received. Prices range from \$3.75 to \$5.25.

CHURNS—A slight increase in the demand is to be noted, but the volume of business is still small. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—No special feature to note. The ruling price is \$26.50.

TOOLS—The demand is being fairly well maintained for grain and furnace scoops, hay knives, etc.

BUILDING PAPER—Demand is fairly good. We quote: Plain building, 32c. per roll; tarred lining, 42c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—Rope halters, web halters, cow ties, sleigh bells, snow shovels and cinder sifters are all in good demand.

TINWARE SPECIALTIES—Business continues good for coal hods, stove boards, etc.

CEMENT—Business is fair and prices unchanged at \$2.20 to \$2.50.

METALS.

No particularly striking features have developed during the week. The pig iron market in the States is somewhat stronger. Local wholesalers have been experiencing an exceptionally good demand for sheet steel during the past week. Pig lead is a little more active. The same may be said of sheathing copper. A little more activity is also exhibited interne plates.

PIG IRON—There is a better feeling in the United States market, and higher prices in

Embossed Steel Ceilings

—ARE—

**PERMANENT, DURABLE,
FIRE-PROOF, ORNAMENTAL.**

Will not stain, crack, nor fall off; a ceiling that is not a sham; real panels, real decorations, real mouldings—not painted ones—made of steel, not crumbling plaster nor inflammable wood.

YOU CAN MAKE MONEY HANDLING THESE GOODS.

Metallic Roofing Co., Limited,

MANUFACTURERS,

King St. W., Cor. Dufferin,

TORONTO.



Quality and Fit Unequalled

some instances are being asked. Locally there is no change to note. We quote domestic nominally as follows: No. 1, \$17; and No. 2, \$16.50, Toronto.

BAR IRON—Dull and unchanged. Base price \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business has been good during the past week. Prices unchanged at \$2.25.

SHEET STEEL—An exceptionally good demand is being experienced, and as a consequence stocks in a number of gauges have become depleted. Further arrivals are, however, expected any day. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—While stocks were heavy a short time ago, the demand lately has been so good that it is now difficult to obtain certain sizes and gauges in the city. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

TINNED IRON—Still quiet and featureless. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

GALVANIZED IRON—No special feature to note. Trade remains good, both as regards shipment from stock and booking orders for import. We quote "Queen's Head" or equal brands as follows for case lots: 16 gauge, 4¾c. per lb.; 18 to 20, 3¾c.; 22 to 24, 3¾c.; 26, 4¾c.; 28, 4¾c. Cheaper grades can be obtained ¼c. per lb. less, and small lots are ¼c. higher.

LEAD PIPE AND TRAPS—Lead pipe is in good demand and traps are going out fairly well. We quote: Lead pipe, 7c.; lead waste, 7½c., discount 30 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots; and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet, with discount unchanged at 60 and 5 per cent.

PIG LEAD—Is a little more active than it was. While not any round lots have been going out orders for small lots have been coming in more freely. Our quotation can be shaded for large quantities. We quote 3¼c., for small lots.

INGOT TIN—The outside markets are weak and lower. We quote small quantities at 16c.

INGOT COPPER—Copper in the primary markets is in much about the same condition as tin, being weak and lower. We quote 12c.

SHEATHING COPPER—The demand has increased. Shipments from stock are more numerous, both in case lots and small quantities. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—While the orders are numerous the quantities moving are not large. Discounts on Canadian pipe from stock are as follows: ¼-inch, 65 per cent.; ⅜ to ½-inch, 67½ per cent.; ¾-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Prices are unsettled on account of the cutting which is being practised by local dealers. We quote: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—There is some all bright in the market, but it is alleged to be of fair quality only. Half polished is in strong demand, but stocks are complete. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—Sales have not been as large during the past week, although fair quantities

are moving. We quote: Charcoal, M. L. S., J. R. & Co. or "Famous," 1 C, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, 1 C, \$3.50; 1 X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—The conditions are much about the same as a week ago. Quotations on coil chain are: $\frac{1}{4}$ in., $4\frac{5}{8}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—The demand is better for both 1 C and 1 X. We quote: 1 C, \$6; 1 X, \$8.

ZINC SPELTER—The slight improvement noted a week ago appears to have been maintained. We quote $4\frac{1}{2}$ c. for ordinary.

SHEET ZINC—There is not much doing. We quote 5c. for cask lots and $5\frac{1}{4}$ c. for small lots.

ANTIMONY—Quiet at $9\frac{1}{2}$ c. for ordinary quantities.

OLD MATERIAL.

Business is still quiet without special change. We quote: Agricultural scrap, 45 to $47\frac{1}{2}$ c. per cwt.; machinery cast, $47\frac{1}{2}$ to 50c. per cwt.; stove cast scrap, $27\frac{1}{2}$ to $32\frac{1}{2}$ c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to $7\frac{3}{4}$ c. per lb. (bottoms), heavy scrap copper, $7\frac{1}{2}$ to 8c.; new light, 7 to $7\frac{1}{2}$ c.; light scrap brass, 4 to $4\frac{1}{2}$ c.; heavy yellow scrap brass, $5\frac{1}{2}$ c.; heavy red scrap brass, 6 to $6\frac{1}{2}$ c.; scrap lead, 2c.; zinc, $1\frac{1}{2}$ to $1\frac{3}{4}$ c.; scrap rubber, $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

There is a fair movement, but it is not what it should be for this time of the year. A great deal of plate glass is still going out. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.60.

PAINTS AND OILS.

A fair amount of business has been passing since the last report. Manufacturers who make a specialty of coach and car colors also report a better tone to this class of trade. White lead is quiet. Shipments, though numerous, are small. This is not to be wondered at when a dealer can purchase a ton at the same price per 100 pounds as five tons. Red lead, orange mineral and litharge are being stocked for the winter trade. There is a fair country demand for red lead. No change in values in dry colors. A moderate turnover is reported. A good volume of business is reported in "Diamond," "Graphite" and Canadian oxide paints. Notwithstanding

the strengthening of turpentine, a sluggish output is being experienced in varnishes and the ridiculous cutting alluded to a short time since by some makers who are afraid they are "not in it," still proceeds. Turpentine is 1c. per gallon dearer, dealers having advanced prices in sympathy with the southern markets. In linseed oil the outside markets have been irregular, although they have again steadied up during the last few days.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 45c.; ditto, 5 to 9 barrels, 44c.; boiled, 1 to 4 barrels, 48c.; ditto, 5 to 9 barrels, 47c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to $32\frac{1}{2}$ c.

CASTOR OIL—In cases, $7\frac{3}{4}$ c. per lb. and $8\frac{1}{2}$ c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at $2\frac{1}{2}$ to 3c. in barrels and $4\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65; bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; $12\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

PETROLEUM.

A good trade is reported. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $15\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, $19\frac{1}{2}$ c.; Pratt's astral, 19c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7c. Dealers pay $6\frac{1}{2}$ c. for No. 1, $5\frac{1}{2}$ c. for No. 2, and $4\frac{1}{2}$ c. for No. 3.

CALFSKINS—Market is dull at 6c. for

No. 1 and 4c. for No. 2. Sheep and lamb-skins 60 to 65c.

WOOL—Receipts are limited and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to $20\frac{1}{2}$ c., and extras, 21 to $21\frac{1}{2}$ c.

MARKET NOTES.

Both tin and copper are weak.

Turpentine has been advanced 1c. per gallon both in Toronto and Montreal.

H. S. Howland, Sons & Co. are in receipt of another shipment of Elliot's butcher knives.

The receipts of turpentine at Savannah last week were 378 casks and the exports 21,640 casks.

Local dealers anticipate a material advance in bicycle parts in both Great Britain and the United States.

The factory of the Hamilton Barb and Nail Co., recently established in Hamilton, is now in full running order.

H. S. Howland, Sons & Co. are sending out to different parts of the country large shipments of Bosley's felt weather strips.

M. & L. Samuel, Benjamin & Co. are in receipt of a shipment of Rodgers' cutlery. This line of cutlery has been scarce lately. They have also a fresh shipment of Butler's cutlery in stock.

The James Robertson Co., Ltd., report a heavy demand for their line of Ferrosteeel registers and ventilators, and say that indications at present bespeak a large trade in all fall goods.

UNITED STATES MARKETS.

NEW YORK, Oct. 9, 1896.

PIG TIN—There are no signs of new trade conditions or influences, speculative or otherwise, that would relieve the market from the depressed condition into which it has fallen in the face of more or less bolstering in London since the beginning of the year. In the speculative branch of the market "short" interest does not reach proportions that would permit successful manipulation, and the consumption, while good, falls too far behind the new supplies to render any support. Hence almost continuous decline in prices. To-day there was a fall of 10s. in London and 5c. per 100 lbs. decline here. Spot delivery was quoted at 12.70c. in store, and 12.75 to 12.80c. f.o.b. for five-ton or larger lots. Late yesterday 10 tons were sold at 12.55c. for November and 10 tons at 12.60c. for December delivery, but no speculative business was reported to-day.

COPPER—Home trade inquiries were hardly as good as they have been of late,

but, whether the outlet was filled direct or the intending buyers withdrew is not clear. Export orders were moderate also, numerically and as regards the amount of copper involved. Despite these facts and rather lower cables from Europe prices were well maintained at 10¾c. for Lake Superior, 10½ to 10¾c. for electrolytic and 10¼ to 10¾c. for casting stock.

PIG LEAD—Several single carload orders were filled at 2.77½c., spot delivery, and it was a singular feature that some of the buyers were consumers who very recently claimed to have several months' supply under contract. There is no demand for large lots at the moment. On the Metal Exchange spot and current month delivery contracts were offered at 2.75c. London cable quoted £11 6. 3d. for soft Spanish.

SPELTER—A moderate business only is taking place here, and orders not only come this way slowly, but are invariably small. Prices are held steadily at 3.70 to 3.75c., however, and Pittsburg galvanizers were reported to have purchased at prices on a parity with the higher figures.

ANTIMONY—Sales are small and prices remain barely steady. Regulus quoted at 7¼ to 7½c. for Cookson's; 6¾ to 6½c. for Hallett's, and 6¾c. for Japanese.

TIN PLATE—Business was reported as being merely fair, and the demand of ordinary type. Prices stood practically as they have ruled for several days.

IRON AND STEEL—Business in pig iron was of merely fair volume, and the buying almost wholly of commonplace type. Still enough business passes to keep prices quite steady for desirable iron in ordinary lots.

Old material is selling slowly and remains without important change in price.

LARGE ORDER FOR WIRE ROPE.

The Hall Mines, of Nelson, have just placed an order with J. D. Sword, representative of the Dominion Wire Rope Co., of Montreal, for 50,000 feet of 1-inch steel wire rope, about 9½ miles. The rope is to replace the one already in use, and is a "plough-steel" rope of great tensile strength, having a breaking strain of 50 tons. It will take between three and four cars to carry the rope, which weighs in the neighborhood of 40 tons. Mr. Sword is to be congratulated on the receipt of so large an order.—Miner, Rossland.

SAVED 12,000 DOLLARS.

During the alteration of the smelter at Nelson it was necessary to take out the bosh and bottom of the blast furnace. The bottom of the furnace was of fire brick and the bricks were thoroughly saturated with copper, silver and gold. The mortar, or fire clay joints, had been completely eaten away and replaced by copper and silver. The mass, which weighed several tons, was estimated to be worth about \$12,000 and required a great deal of hard labor to break up on account of its toughness.—Miner, Rossland.

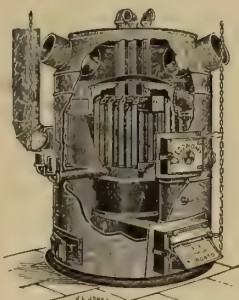
Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL



The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating Engineers

189-193 Queen St. East TORONTO



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable

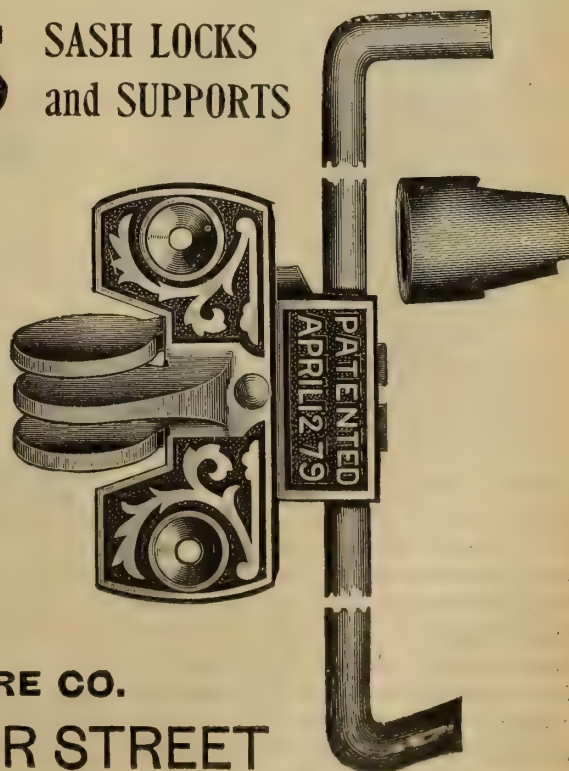


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



TRADE CHAT.

AN Aylmer correspondent of The London Advertiser writes: A shipment of several cars of "bog" iron ore is being made this week to the Hamilton smelting works. The ore is found on the Learn farm, near Mount Salem, and is said to be in considerable quantity. Should the experiment prove profitable, a number of other locations in southeastern Malahide will be opened up and worked, as considerable deposits of the ore exist in that section.

At the St. Thomas light works the main shafting of the incandescent dynamos fell, damaging the dynamos. The building was considerably damaged and the lighting plant seriously injured.

A Johnstown, Pa., despatch says: It is announced that practically every department of the Cambria Iron Works will close down for an indefinite period. Three thousand men will be affected.

In Ridgeway on Thursday, P. T. Barry, formerly lumber merchant at Chatham, was committed for trial upon the charge of receiving from the mail and retaining a letter addressed to Kerby Gregory, hotelkeeper. Bail was allowed.

The Bain Wagon Works Company, of Brantford, will move to Woodstock to occupy the big Patterson factory, owned by the Massey-Harris Company, who are now large stockholders in the Bain Company. The company is expected to employ two hundred hands.

Mr. Walter D. Cowan, proprietor of the clothes wringer factory, Gananoque, and ex-mayor of that town, died of paralysis at midnight on Tuesday night. The deceased was first stricken with the disease early in 1895. Since then he rallied once or twice, and hopes had been entertained of his ultimate recovery.

Cable advices from British Guiana are to the effect that the yield of gold in that country is steadily increasing, and mining property is rising in value. Shares in the Barima mine of the par value of \$5 are now selling at \$15, and a further advance in value is expected. The greater portion of the gold-producing territory is within the domain claimed by Venezuela.

While drilling a water well on the farm of Mr. John Dale, south of the London water works, in Westminster township, a couple of weeks ago, Mr. A. H. Mackenzie, of this town, struck a log of wood at a depth of 180 feet. While in London the other day we were shown a small piece of it, which is as hard as iron, and by the aid of a glass shows that particles of sand are firmly embedded in it. Mr. Mackenzie informs us that it was soft and spongy before it came

in contact with the air. It has not as yet been discovered what wood it is.—Petrolia Advertiser.

The frequency of boiler explosions in Western Ontario, and a loss of life consequent thereon, calls for an amendment of the law requiring frequent inspections of boilers by competent officers and an examination as to the competency of those in charge. Three explosions, involving loss of life in each case, within a circle of a few miles, show there is a cause for prompt and positive action on the part of the Legislature.—Banner, Chatham.

WILL STILL USE CANADIAN ORE.

THE presence of President Milne and Secy-Treasurer Hobson, of the Hamilton Smelting Works, in Ottawa last week, has been the cause of a good deal of mental disquietude on the part of the editor of The Belleville Sun and other Belleville people, who were under the impression that the Hamilton men were at the capital on business affecting the mining industries of that section. The Sun says:

The news which comes now that a delegation from the Hamilton Smelting Works has been interviewing the Government at Ottawa has caused a feeling of uneasiness among miners and mine owners, as it is feared that some rearrangement of the

bounties is contemplated which will adversely affect our mining interests.

The Dominion Government bonus to smelting works consists of \$6 per ton, and there is a protection against the importation of iron of \$6 per ton. It is freely stated in the interests of the Hamilton company that the smelter will soon commence to take all its ore from the Standard Oil Co.'s mines on the United States side of Lake Superior, the Dominion Government being willing to continue the bonus, no matter what source the ore comes from.

If this is true, a strong and emphatic protest should at once be entered against any attempt to obtain legislation which will practically put at end to iron mining in Ontario. If a bonus is given to encourage smelting, it should be on the one condition that the ore used shall be Canadian. The prevailing impression is that the Hamilton Smelting Works has proved to be a splendid investment for the capitalists who risked their money in it; and it is only reasonable to expect that any legislation which is proposed should be, if anything, to further encourage the miner and the mine owner.

In reference to the above, Mr. Hobson said this afternoon that there was not the slightest foundation for the story, as he and Mr. Milne were at Ottawa on private business. There has been no correspondence between the company and the Standard Oil Co., and it is the desire of the smelting works people to use Canadian ore. The bonus and duty amount to \$4 instead of \$6 a ton.—Herald, Hamilton.



Electro Silver Plate

We are manufacturing thoroughly good, artistic, and beautiful Silver-Plated Ware. The designs are new and slightly, popular and fast selling, and quality for quality you will find our Prices Lowest. Test our statements on a Trial Order. Write for a copy of our New Catalogue Illustrating Hollow and Flatware.

The Toronto Silver Plate Co.

Factory and Salesrooms, 570 King Street West,

E. G. GOODERHAM, Manager and Secy-Treas.

Toronto, Canada.

THE UP-TO-DATE HARDWARE DEALER.

THE time has gone by when staple everyday hardware is even fairly profitable, and I am led to believe that the hardware merchant of to-day must change his tactics if he expects to meet with reasonable success, writes G. T. Parmenter, jr., in American Artisan. The store must be made more attractive and more lines of goods kept in stock that he may attract a larger number of buyers and consequently increase the volume of the business. You will notice that the dealer who is constantly thinking out new ideas for the furthering of his business, is leading his competitors. There is one item in particular that most hardware stores are short on, and that is store fixtures. You cannot have your fixtures too fine; the very best are none too good. The additional facilities they offer for the better display of goods will make the investment remunerative by the increased sales on all lines. The store from cellar to garret should be kept neat and in perfect order. Nice signs cleverly displayed are good. Window displays should be attractive and changed frequently. Neatness and order give evidence of thrift, and are always noticed. The hardware stock should be as complete as possible, and special attention given to builders' hardware. You should have a

nice display of bronze locks and general house trimmings of the latest designs. This line of goods is being greatly improved every year, and a little effort in their behalf will prove profitable, increase the sales and gradually displace the old lines of cheap unprofitable locks, butts, etc.

An assortment of silverware should be kept in stock. It belongs to hardware as much as do silver plated knives, forks, spoons, etc., and will enable you to secure your share of trade on these lines. In most sections the jewelry stores have taken this trade simply because of their having the most complete assortment of these goods. You must carry double lines of tinware and general household goods. The cheap line will offset the racket stoves and these goods should be offered at very low prices. You can get your margins on your better goods, the sales of which will be greatly increased by the cheap stuff placed in comparison. Your stock in every department should be so selected as will best equip you to cater to the wants of all classes of customers. If a poor woman has saved the small sum of a dollar and forty cents of hard-earned money with which to buy a wringer and washboard, and comes to your store for these articles, you should be able to furnish them instead of sending her to a competitor. For it is not at all unlikely that her

next purchase in your line will pay a reasonable profit and by having a complete assortment you secure her entire trade. In conclusion do not simply float along through your business career and continually grumble because your more wide-awake competitor gets the lion's share of the trade. Buy your goods of reliable firms in frequent and reasonable quantities. Remember that a nice account with a few houses gives you a greater leverage on prices than to have your business divided into many small accounts and not counted as much of an item by any one concern. Get personally acquainted with your trade. Learn to know and call your customers by their respective names. Be careful of credits. Keep well to the front of the store ready to greet any who call. Always endeavor to make your customers feel at home when in your store. Work hard. Conduct all your business on a strictly honest basis. Keep pace with the times, in other words, "up-to-date," and success will be yours.

TO MAKE TOOL STEEL GOOD.

A German chemist comes forward with a liquid preparation that it is claimed renders poor steel quite equal to tool steel. Not long ago, it was a Bridgeton, N. J., blacksmith, who discovered this process, then a retired Pittsburg railroad man was the lucky inventor, and now we have the German chemist; bye and bye a Wyoming female suffragist or a British lord may step into the breach and become the latest inventor of a hardening process for steel.—American Artisan.

THESE TWO STOVES

ARE THE TRIUMPH OF
STOVE ARCHITECTURE. THE

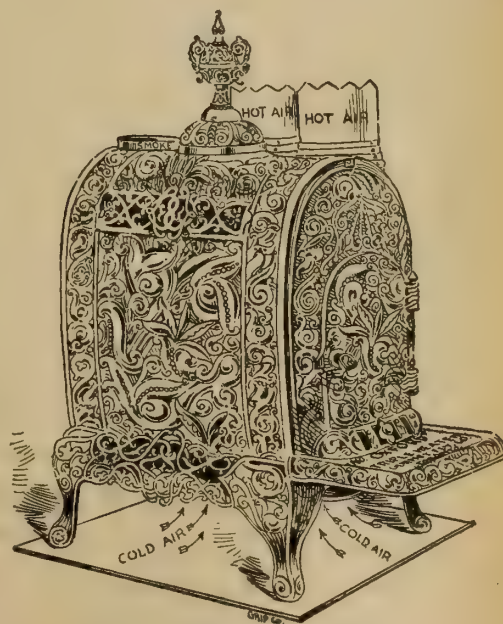
"OXFORD" TRIPLE HEATER



Will take wood 30 in. long. It has special tubular spaces directly over the fire, through which there is a constant circulation of cold air which is distributed fully heated. It heats the whole house, doing the work of a small furnace. The

"OXFORD" AIR-TIGHT

Is a Coal Stove of unequalled power. It has a fire-pot like a furnace, surrounded by an open casing. It is regulated easily and quickly, and is very economical in the use of fuel. It has earned unstinted praise everywhere.



The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE ENGLISH GLASS TRADE.

At the present time only about one-tenth of the glass used in this country for ordinary purposes is of British manufacture. While Continental glass firms are pouring their productions into England, the English trade is languishing, and in the last quarterly issue of The Flint Glassmakers' Magazine it is stated that the payments to the unemployed for the previous quarter were upwards of £700. This is at the rate of £2,800 a year for out-of-work allowance to the members of a society numbering only a little over 2,000. The men's own organ says: "If we are to go on in this standstill fashion it will only be a question of a few years and we shall see more than one-third of the trade on the superannuation list. . . . It is too dreadful to think of—in many cases men in the prime of life, yet 'done' as glassmakers."

That there is something very much amiss in the trade is admitted both by masters and men. The former have no doubt about the cause, and say that the English trade can never be recovered while the present conditions imposed by the men's society are in force. The prestige of the best class of English-finished glass is fully maintained, and it has held its own in the market. But much of this glass is glass for the luxurious and wealthy and is not the class of manufacture which goes in bulk into consumption—namely, what is generally termed hotel glass, and such as is used for ordinary table purposes. For this the demand is very great and constant, and it seems to be directly owing to the action of the men's society that all but a fraction of this trade has been lost to the home producer, and has passed into the hands of Belgians, Germans and Swedes. The French make a better class of work, but are not competitors in the English market for the trade in hotel glass. One well-known glass works on the Rhine employs more men than the whole of the numbers of the First Glassmakers' Society of Great Britain and Ireland number. Yet the writer

is assured by a gentleman thoroughly conversant with the trade and qualified to speak on the subject, that if a reasonable working system were adopted in the English trade there is no reason why a thousand glass-workers might not be employed in England where now there are only a hundred. The society men, as a matter of fact, have for many years been masters of the situation, and are unreasonable in the maintenance of the system under which the English glass trade has been dwindling away. In 1858 there was a great struggle, which cost their society upwards of £50,000, and it ended in an agreement as to the apprenticeship system, which has since greatly fettered the trade and helped to prevent its development. Instead of development, indeed, there has been continual shrinkage and contraction, and one glass house after another, not only in the principal seat of the industry, but in a number of districts, has gone out of existence. Hence it is that the men's executive are now lamenting the large number of unemployed members on their books. In the glass trade there are three men to a "chair"—a "workman" (formerly called a "gaffer"), a "servator," and a "footmaker;" and generally two "lads" in addition. Only the three first named are allowed to be members of the Glassmakers' Society. The union will not allow the so-called "lads," who are in some cases between 20 and 30 years of age, to become glass-makers, except in a few cases and after a formal apprenticeship. No more than one apprentice is allowed to two "chairs," so that the admission of new hands to the best positions in the trade is strictly kept down, and these best positions are kept as a kind of close preserve for the members of the men's society. As one consequence of this there is a great disparity in the wages paid in the trade. The glass "makers" get remarkably good wages, and though the skill which is required on the part of a glass-

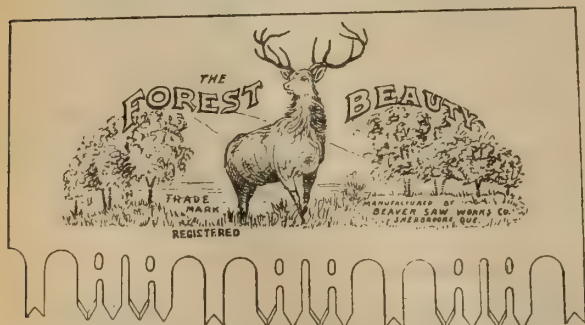
blower is no more than is required for a good glasscutter, the former often gets double the earnings of the latter. The cutter gets about 36s. a week, while the maker may in some cases get up to £3 10s. and £4, and even more. In hardly any other trade in the country are better wages earned than by the glassblowers, and this without being subject to excessive hours of work. The standard week's work for glassmakers is five "turns" of six hours each, and a "move" of three hours, but as a matter of fact they make in many cases eight turns a week, or a total of 48 hours, and it is stated that when deduction has been made for meal times and loss of time in beginning and leaving work there remains only 40 hours of which the employer gets the benefit. For the time beyond the 5½ turns which form the ordinary week's work there is an extra payment for the extra turns. If there happens to be an accident and the men cannot work, they, nevertheless, demand, and not only demand but are paid, half wages. One of the things which tells against the employer is the men's "shut." So many articles have to be made in a "turn," which, it has been stated consists nominally of six hours' work, but if he makes his appointed number in three or four hours the society's rules—there are unwritten as well as written ones in force—do not allow him to go on working, though it would be to his own pecuniary benefit as well as to his employers' advantage. Restriction, in fact, fences the trade in, and there is practically little, if any, freedom of action for masters or men.—London Times.

PERSONAL MENTION.

Mr. H. S. Howland, Jr., of New York, is in Toronto visiting his father. He is accompanied by his wife and family.

Mr. Fred. Somerville, manager of the plumbing supply department of the Ontario Lead and Barb Wire Co., who has been ill for some weeks, is convalescing nicely,

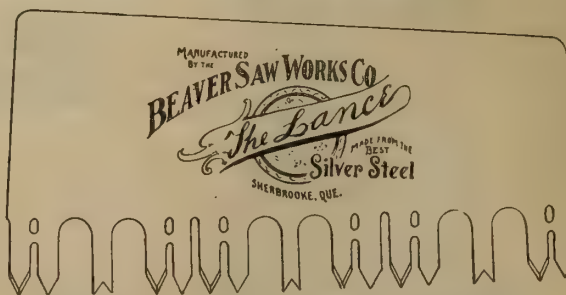
THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.
SHERBROOKE, QUE.



STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895

Manufactured in four
sizes by

LIGHTEST
STRONGEST
BEST and
CHEAPEST

IN THE MARKET.

The B. Greening Wire Co. Ltd. Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

and will probably be down to business again in a few days.

The employes of the James Robertson Co., Ltd., made a presentation to John M. Ows-ton last Saturday on the occasion of his wedding.

The office staff and travelers of the James Robertson Co., Ltd., presented Mr. E. W. Miller with an address and gold locket on the occasion of his departure from the firm.

LIVE TRENTON HARDWARE FIRM.

"Enterprise" is the implied, if not the written, motto of S. B. McClung & Co., the Trenton, Ont., hardware merchants. We are reminded of this by two things in particular. "The one is that the firm has recently added to its business new lines, consisting of shelf, building and farmers' hardware, paints, oils, glass, varnishes, etc. The other is a handsome catalogue, which it has just issued to its customers.

It consists of sixteen pages, without the cover, and is printed in two colors. It also carries illustrations of the sporting goods, house furnishing, lamp, enamelled ware, stove and furnace departments, besides reading matter of local interest. McClung & Co. are to be congratulated upon their enterprise.

THE GLASS SITUATION.

The wage question in the glass trade just now appears to be rather badly mixed. In several leading branches there are difficulties which have not yet been adjusted. The window glass manufacturers and workmen are still a considerable distance apart in regard to rates for the coming year. They have as yet reached no agreement, and the question now being asked is whether the offer of one firm to pay last year's rates will be accepted as a compromise measure.

In the flint glass trade the manufacturers

have taken a decisive step. After repeated unsuccessful conferences with the workers, they have discharged their wage committee, and each factory will now negotiate with its men regardless of union rules. In one department of paste mold work the men will make a voluntary reduction of about 7 per cent., as it has been found that the rate fixed recently was too high and out of all proportion to other branches.

The entire situation in this trade is the worst seen for years. Manufacturers are driven by trade depression to reduce the cost of production and at the same time the workers in some branches are demanding higher rates. It seems strange that workmen and employers cannot get nearer together at such a time as this. Reductions should be proposed only when absolutely necessary, and the workers should see that the present is a very unfavorable time to push for an advance.—American Manufacturer.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

FROM THE CORNER STORE.

I met an Owatonna girl,
She was twelve years old she said,
Her hair was thick with wave and curl,
Which clustered round her head.

She was dressed in such a dainty dress,
As ne'er I saw before;
The goods from which this dress was made
Came from the "Corner Store."

—Waseca Radical.

The dress was trimmed with ribbon fine,
Which did it much adore;
The very finest Persian kind,
Bought at the "Corner Store."

—Albert Lea Enterprise.

Besides the ribbon, silk chiffon
Enriched it many score;
This costly chif, so rich and rare,
Came from the "Corner Store."

—Farihault Republican.

The sleeves were grand, most widely grand
Which no one would ignore,
Made from the finest Dresden silk,
Bought at the "Corner Store."

—Mankato Daily Free Press.

The skirt, all splendor and replete,
Had many an extra gore,
The style and pattern of the same,
Came from the "Corner Store."

—Sleepy Eye Herald.

Her blushing face, all wreathed in smiles,
Showed confidence galore,
For she had struck a bargain day
At this great "Corner Store."

—Minneapolis Herald.

Her ruby lips, so sweet to kiss,
Vibrated more and more—
She masticated pep-in gum,
Bought at the "Corner Store."

—New England Grocer.

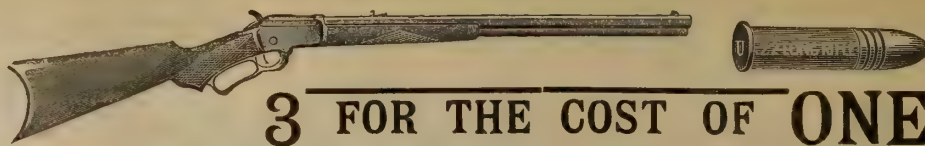
The ring upon her finger
Which she so pr udely wore,
Warranted to keep its color,
Came from the "Corner Store."

—Retail Grocers' Advocate.

The winsome look upon her face,
The o'er pensive look she wore,
The studied manner of her grace,
Were for the clerk of the "Corner Store."

EUROPEAN DEMAND THE FACTOR.

The European demand is the factor of greatest moment to the copper industry of this country. The outward movement has been maintained at a very high rate all this year, clearly indicating an unprecedented consumption in Europe. Foreign requirements have necessitated the shipment abroad of 199,812,480 pounds of fine copper during the first nine months of 1896, against 109,421,760 pounds during the same period in 1895. Notwithstanding these enormous exports the total visible supply of copper in England and France, and affoot thereto from Chili and Australia, is 18,693 tons less than a year ago. The extent of the export movement may be better appreciated when we state that the exports of copper from the United States from January to September, inclusive, average 22,201,386 pounds per month, which is equivalent to more than the entire output of the following copper mining companies for the nine months of the year at the following estimated rate of monthly production: Anaconda, 10,250,000 pounds; Calumet & Hecla, 7,600,000 do.; Tamarack, 1,350,000 do.; Quincy, 1,350,000 do.; Osceola, 525,000 do.; Atlantic, 425,000 do.; Kearsarge, 200,000 do.; Wolverine, 185,000 do.; total monthly output, 8 mines, 21,885,000 pounds. We have had a protracted period of under-consumption in this country, but when normal conditions prevail Europe cannot count on receiving such heavy shipments of copper from the United States.—N. Y. Journal of Commerce.



3 FOR THE COST OF ONE



The **MARLIN MODEL 1891**, .22 calibre, uses in one rifle without adjustment the .22 short, .22 long and .22 long rifle cartridges. Can be taken apart without using a single tool. Only repeater for the long rifle cartridge, the most accurate .22 calibre cartridge made.



Model 1891, .32 calibre uses in one rifle the .32 short and long rim and centre fire cartridges. ONLY .32 REPEATER FOR CHEAP AMMUNITION.

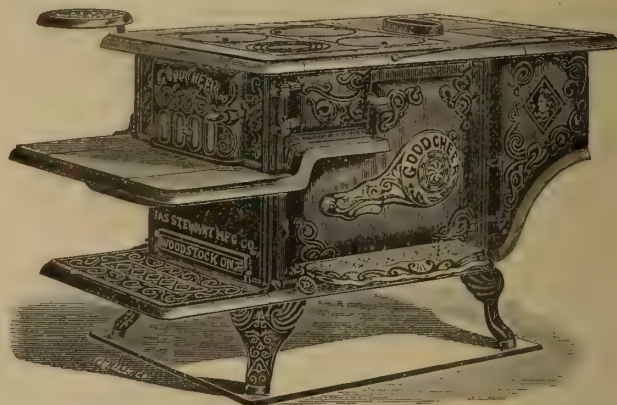
THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

"GOOD CHEER"

With very Large Steel Oven
(Patented 1895)Saving Fuel and Baking
PerfectlyA Quick Boiling Reservoir
and all Latest ImprovementsNo. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.

Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A HEAVY ROOMY COOK equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

JUST A LITTLE BETTER THAN THE BEST.

Ride The Prince of Wheels 1897

MC CREADY

The standard for excellence in bicycle building in Canada—strong, light, easy-running. Frame of the best imported cold drawn steel tubing; bearings, the best selected high-grade tool steel, highly polished, accurate and absolutely dust-proof; FAUBER ONE-PIECE CRANK AXLE. Fitted with any tire and any saddle you prefer. Send your name for 1897 Catalogue.

BicycleThe **R. A. McCreedy Co. Ltd.**

Agents wanted in unrepresented districts.

TORONTO

C.A.A.

401.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

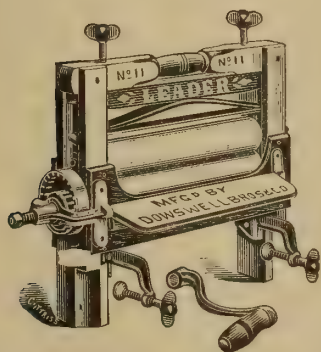
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and
Iron Goods
Gas and Electric
Light Fixtures

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

FORGE AND BENCH.

THE large brick forge and leather bellows, so often poetized and made the theme for the artist's pencil, is rapidly becoming a thing of the past, and ere long it will be known only as a memory, or through verse and canvas, remarks The Hub. The little old dingy shop, with its huge forge and dust begrimed bellows, served well its time and deserves its history, but it, like everything else in these days of progress, must give way to more modern methods. The portable forge and hand or power blower furnish a neater and more perfect forge than the old brick one in its palmy days, and no modern smith would think of fitting up a new shop with any other. The advantages of these forges are their compactness and simplicity and assured draft. The small blower, whether worked by hand or power, gives a uniform blast, and one that can be regulated at will. The portability of these forges is another feature in their favor, while the room occupied by one is much less than that required for the brick. Its construction invites cleanliness, and as a result there is none of that accumulation of waste of all kinds, so common with the brick forge. Every manufacturer of these forges, while claiming special merit for his own, claims for them greatly superior heating power over the brick, and a shorter consumption of coal. Combining, therefore, as these forges do, cheapness, utility and superiority in all respects, there can be no excuse for fitting up a factory with the brick forges or retaining the old ones.

Another important improvement in the smith shop is the portable tool bench. This is built of iron tubing (gas pipe), with board top and two drawers for storage of small articles, one being fitted up for dies, taps and other fine tools.

The bench should stand 33 inches high when on the rollers, and be about 31 inches square. The bench is enclosed on three sides to the depth of 20 inches; on the fourth side it is enclosed by a fixed board extending 10 inches below the top, to which is hinged a board of like depth. This lid is provided with hinged legs, the feet of which run on ratchet irons by which the lid is supported, converting it into a shelf. The drawers are placed below the flooring or bottom. The tool racks are of round iron, and arranged to hold all the bench tools, such as swages, tongs, etc. Special tools can be kept on the inside, as the lid can be secured by a lock; this makes a good receptacle for small forgings not completed, or can be kept for patterns as well as for tools. One of the drawers should be kept for slates, paper, chalk, etc.

Such a bench will last a lifetime, cost but little if any more than a plain wood bench to construct, can be moved easily and kept clean and in order, with but little trouble.

ENAMELLED

Meat Choppers



THEILE & QUACK'S

"Eagle" are the best on the market.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . **MONTREAL**
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. **EDW. F. RANDOLPH,** Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

THE CANADA PLUMBER AND STEAM-FITTER

THE wholesale dealers in plumbers' supplies are fairly busy this week in Toronto. The master plumbers and steam-fitters are pretty well employed, although it is principally on repairing and overhauling work. The cool turn in the weather has brought in a good many orders for repairs to furnaces and heating apparatuses and requests for specifications on new furnaces and radiators.

Several of the plumbers and steam-fitters are busy figuring on the plumbing and heating tenders for the new Toronto buildings. Owing to ambiguity in certain parts of the plans and specifications, the time for the receipt of tenders has been extended to the 15th inst. The contract will be the largest ever awarded for similar work in Toronto. The heating alone will probably be \$70,000 or \$75,000.

Jobbers are complaining a great deal in regard to the cutting of prices that is going on in range boilers. "We are taking what we can get," remarked one jobber with disgust.

A special meeting of the Toronto Master Plumbers' Association was held on Monday.

The object was to consider the plumbing license. It was decided to pay the \$10 fee this year and apply to the Legislature for a special Act to govern plumbing for the province. President Burroughes is at work on a draft bill, which will be submitted to the various master plumbers' organizations in the province.

The recently organized Master Plumbers' Association of London is in a healthy condition, there being a full attendance at each meeting. "Would we could say the same for the Hamilton association," added my informant.

PLUMBING AND STEAM-FITTING JOBS.

The contract for plumbing at the Hamilton jail has been awarded to George True-man.

The \$140 contract for plumbing for the extension of the Bay street fire hall, Toronto, has been awarded to John T. Aggett.

W. J. Burroughes & Co. report the following jobs in hand: Hot water heating for Robert Parker's residence, Lowther avenue; addition to hot water heating system at H. G. Baldwin's house, Lowther avenue; hot water heating for Reuben Millichamp's new buildings; lighting and hot water heating for civic greenhouses; plumbing system for W. B. McMurrich's building, 48 1/4 Spadina

avenue; plumbing for J. Phillips, 124 Northcote avenue.

The John Ritchie Plumbing and Heating Co., Toronto, have the contract for putting in the plumbing system in the residence of S. G. Abbott, Orillia. This firm has also the plumbing contract for the McKendry building, Yonge street, destroyed by fire some months ago.

GAS BURNER HISTORY.

At a meeting of the North of Ireland Association of Gas Managers, held at Holywood, A. Gibb read the following paper on gas burners:

In the early days of gas lighting no definite mode of constructing burners was adopted. Every maker followed his own ideas; in fact, the principles involved in the production of a perfect flame were unknown to them. As a consequence, an immense loss of money was incurred, and great dissatisfaction prevailed among gas consumers. And if the present consumers growl and grumble about the existing improved burners we can sympathize with their forerunners in their distress.

Prior to the year 1866 little or no attention was given to the proper construction of gas burners; but since then there have been vast improvements introduced, so that, every other part being attended to, there should be peace at home. The conservatism of some, and the suspicion of others, causing them to refuse the advice of gas managers—blaming them with advancing their own interests, and judging their burners to be more extravagant—has caused many consumers to rush into the arms of the itinerant burner seller, who perambulates the country and lives on the idle conceits of the careless consumers of gas. This has caused language not parliamentary to be hurled at the gas managers, and, as you all can testify, there has been no retaliation on our part. We have "when smitten on the one cheek turned the other also," and thus produced a better and more kindly feeling among consumers.

Wm. Sugg, of London, in 1869, in a paper read before the British Association of Gas Managers, gave the results of sundry gas burner experiments. I cannot do better than give you these results, as illustrative of the loss accruing from inferior and badly constructed gas burners.

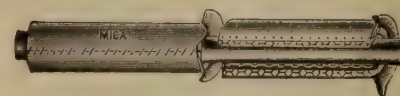
Tested photometrically, the gas was equal to 14 candles. In argands of different makes and patterns there was a loss of from 12.86 to 79.82 per cent.; in batswing burners with steatite tip a loss of 7.14 per cent.; in batswing burners with iron tip a loss of

60.16 per cent.; with fish-tail burners with iron tip a loss of from 33.14 to 60.97 per cent.; Amsterdam steatite with wool in cone a loss of only 1.10 per cent.; a steatite burner compared with an iron burner varied in value, as regards loss, in favor of the former from 7.5 to 64 per cent.; London argand, compared with other makes, varied from 0.0 to 73.5 per cent. From these examples you will see how important a part good burners play in the development of flame. Every common flame consists of three parts—the inner layer of unchanged gas, the cone of luminous matter, and the outer shell or covering of complete combustion. The luminosity depends upon the amount of solid particles the flame contains; the more numerous those particles the brighter the light, and the fewer those particles the poorer the light. To the flames of hydrogen, sulphur and carbonic oxide there are no solid particles, and hence they are not light givers; but in coal gas the particles of carbon are very numerous. "It, therefore, follows that every circumstance which increases the number of solid particles, within a reasonable limit, or which prolongs the time of their ignition, or which exalts the temperature of it, increases the light of the flame, and, conversely, everything which destroys the particles or lowers their temperature will also destroy the light."

The proper supply of air to the flame is the point of importance. If too much air is supplied the flame becomes oxidized, and the light is bad. Every burner has its own point of giving its maximum of light, and if the air supply is either increased or decreased a corresponding injury is developed. When the flame of any gas burner is about to smoke, then is the time of full development or best light. Temperature, again, improves or vitiates the luminosity of flame, and hence "steatite," "admas," or lava has been substituted for the iron tips, which robbed the flame of some of its heat, through abstraction and radiation, and took away from the value of the light. Violent chemical action takes place when a flame is evoked from gas, so any material which withdraws heat should be removed; hence steatite in one form or another is now used.

High pressure is injurious, because by it the rush of gas through the burner is in-

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

creased, too much air is brought into contact with the flame, and the solid particles are destroyed too quickly, and some pass off unconsumed. Consequently there is a great diminution of light. Some burners are constructed to obviate this, but the greater number are not. True, regulation is to a certain extent adopted to some of the common burners, but consumers are not always alive to this important fact.

The London argand burner, as improved by Mr. Sugg, is worthy of consideration. Every part of it has an object in view. The gas is led through three small supply pipes, into a larger chamber, and there, to a certain extent, comes to a condition of repose, and so reaches the point of ignition in a quiescent state. Hence we have such fine results in the development of flame that the gas referees have selected it as the standard burner. Any one can see the deleterious effects of overcombustion, or the contrary, by altering the air supply, either by lengthening or shortening the chimney, or by obstruction, or by preventing the products of combustion passing away freely.

A great improvement was effected, I believe, by Mr. Sugg also, in the mode of cutting the slit on the top of steatite burners. A plain cut was used at one time, but he introduced a circular saw cut, which improved the flame, and, as a consequence, developed the light to advantage. "Table top" burners were also introduced by him for the object of deflecting upward currents striking the gas flame.

The Bronner burner was a very early improvement. Its body is a little longer than usual, it has a steatite tip, and the gas entrance is restricted to a small slit, so as to allow the gas to come slowly and evenly to the burning point. Double burners, with their tips set at certain angles, have never become very popular. Two rat tail burners brought to strike against each other improved the light and led to the formation of fish tail and union jet burners, now so generally used.

The various "Codacs" now advertised are certainly a great advance on the single burner. The light is improved, and no extra gas is used. It would be well to give them a trial. The latest "Codac" is that of Williams and Dean. The steatite top is perforated by a series of small holes, and it is claimed that the light is increased:

	Per cent.
From an ordinary No. 7 burner.....	233
From an ordinary No. 2 burner	136
From an ordinary No. 3 burner.....	64

I have two of these burners for the inspection of the members.

Regenerative burners have found their way into the market. They are useful for lighting up large areas, and certainly they

do their work satisfactorily. I am sure you have all seen the Siemens and Wenham and other large lights in use, and marked their adaptability to the situations in which they were placed. The inflowing gas to the burner is heated to a certain extent, and so leads to greater improvement in developing the value of the gas. A new London company have revived the dormant Wenham Company, and made some improvements, and certainly the burner looks very well. In June last I went to Bloomsbury street, London, and had an opportunity of seeing it in operation. The light was remarkably bright and spread all over the room. One burner lighted a medium sized room, and I was told the consumption was only 4 cubic feet per hour. I also went to a shop in Tottenham Court road, fitted up with these burners, and certainly every corner of the shop was beautifully lighted. This same shop had been fitted up with the electric light, but the owner took out all the electric fittings and put up these new lamps, and was more satisfied with the gas.

The incandescent gas burners are now so common and so generally introduced that I need not take up your time in saying anything about them. Suffice it to say that these burners have been a great rival to the electric light. Their efficiency as lighthouse lights, for penetration in dark weather, as compared with electric lights, has been freely discussed since the unfortunate loss of the "Drummond Castle."

I think I have now said enough to direct attention to this small matter. A burner is not large, yet it can be the cause of much contention and dissatisfaction. The gas now produced is good, and freed from all impurities, and of good illuminating power; yet how few consumers give due attention to their burners. If you say your gas is of such a quality they will quietly shake their heads and ask: "Do you expect us to believe that?" Such, at least, has been my experience. I wonder what yours has been.

"MAIN TRAPS."

Mr. J. W. Hughes, of Montreal, writes The Plumbers' Trade Journal as follows: I heartily endorse every word contained in the article by Inspector Frank W. Tower on "Main Traps" which appeared in last issue of The Plumbers' Trade Journal. It is conceded by all sanitary authorities that the best and most effective means of disposing of domestic sewage is by means of the water carriage system. The proper working of this system calls for sewers laid with a proper grade, of suitable shape and smooth surface, and great care is taken to insure these features; yet some advocate putting a most effective obstruction in a line of

sewer pipes, calling it an intercepting trap, claiming that in so doing they are fitting an improvement.

A trap is merely a small cesspit with all the abominable features of that most insidious disease producer. It neutralizes all the results desired from laying sewage so that the sewage should flow freely and rapidly to the outfall.

As to its accompanying nuisance misnamed a fresh air inlet, when it is really a foul air outlet, I wonder how sanitary authorities tolerate it for a moment. The only argument in favor of the intercepting trap that has any weight is the one that claims that it prevents the danger of contamination from the main sewer. It has been demonstrated that the air of the large main sewers as far as tests known to science can show is purer than the air of many dwellings. Sewer inspectors find the air of the sewers free from odors in comparison with the odor coming from the private sewers that connect with them. The main sewers are ventilated every few hundred feet by perforated manholes, allowing the air of the sewers to gain free access to the air of the street, and the air of the street is the source of supply of the air of the houses in cities. How does the advocate of the intercepting trap propose to cut it off from the house?

I do not advocate allowing sewer air to enter our houses, but a proper system of plumbing is specially planned and constructed to prevent this, and does it most effectually, and fitting an obstruction in the private sewer, just at a point where the freest and most rapid flow of sewage should be, is not in accordance with common sense and good practice. It was introduced many years ago, being somebody's fad, and I have it on the authority of a sanitary engineer, who formerly filled the important position of president of the health department of one of the largest and most advanced American cities as regards plumbing matters, that the department made a serious mistake when they called for an intercepting trap and fresh air inlet. That they would like to rectify the error and would, but they feared giving the department a "black eye," so they left the by-law as it was and tolerated the traps when put in, because they could not help themselves, but always allowed them to be omitted when requested to do so.

Given properly planned and constructed sewer and house plumbing, every soil pipe open to the air on the tops of the houses, and we would hear very little of "sewer gas." There would be none. The great manufactories of this gas are the ill-constructed private sewers that hold the sewage until decomposition and fermentation sets in, and in this they are greatly assisted by the intercepting trap with its stink outlet attachment. At least such is the result of my thirty-five years practical experience. You put in a sewer to insure the rapid removal of sewage from a building, then put in a trap to prevent its rapid removal. It is wrong.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A MEETING of the creditors of the Canada Machinery Agency, Montreal, has been called for the 15th inst.

Clara Whipple, brass foundry, Hamilton; bailiff's sale.

F. W. Wilkes, tinware, etc., Toronto, has assigned to Henry Barber.

Angus Cameron, bicycles, etc., Galt, has assigned to W. S. Turnbull.

L. W. Brissette, general merchant, St. Eustache, Que., has assigned.

A. Charbonneau, general merchant, St. Scholastique, Que., has compromised.

PARTNERSHIPS FORMED AND DISSOLVED.

Robertson & Anderson, bicycles, etc., Montreal, have dissolved.

The Columbia Handle Manufacturing Co., Thamesville, has dissolved.

F. W. Parker & Co., general merchants, Cache Bay, have dissolved.

Crerar & Watkins, general store, Forest, have dissolved. Clifton Watkins continues.

A. J. Sargeant & Co., general merchants, Mildmay, have dissolved. A. Moyer continues.

Lamplough & McNaughton, general merchants, Montreal, have registered a partnership.

The Waterloo Wood Manufacturing Co., Waterloo, Que., have dissolved. L. Bouchard has been registered as proprietor.

D. Delage and W. Delage have registered a partnership in Montreal to carry on business as painters under the style of D. W. Delage & Co.

U. Beaupre, sr., and Pierre E. Beaupre, have registered a partnership to carry on business in Montreal as foundrymen, under the style of Beaupre & Fils.

W. W. and W. T. Oughred have registered a partnership in Marbleton, Que., to carry on business as general merchants under the style of W. W. Oughred & Son.

CHANGES.

John Cavin, blacksmith, Burford, has removed to Cathcart.

A hardware store has been opened in Ottawa by Miles Burkett.

The Mountain City Cycle Co., of Montreal, is seeking incorporation.

The Mackey Stained Glass Co., of Toronto, is applying for a charter.

Robert Moore, hardware, Listowel, has sold out to Adolph & Bonnett.

A general store has been opened in Gretna, Man., by Freizer & Janzen.

J. A. Bernard, tinsmith, Tignish, P.E.I., has been succeeded by P. J. Bernard.

G. A. Griffith, general store and lumber, Baldur, Man., has sold out to P. F. Curtis.

Robert Bell, general merchant, Scarborough, has been succeeded by Everist & Son.

Cameron & Cassidy, general merchants, Port Elgin, is advertising giving up business.

W. F. Schooley, general merchant, Miami, Man., has opened a branch at Rosebank.

A. D. MacDonald & Son, general store, Arkona, has been succeeded by J. G. Brown.

Wilson & Rankin, departmental stores, Brandon, have sold Virden stock to G. H. Healey.

T. M. Tobias & Co., general merchants, Morden, Man., have opened a branch at Deloraine.

E. J. Brooks & Co., general merchants, Indian Head, Man., have opened a branch at Saltoun.

The Amherstburg Electric Light, Heat and Power Co., Ltd., has obtained a charter of incorporation.

L. D. Robertson and R. W. Herring are starting into business in Montreal under the style of Arlington Bicycle Co.

L. N. Jones & Sons have started a general store in Sweetsburg, Que. N. E. Vincent, in the same line of business, in the same place, has sold out.

SALES MADE AND PENDING.

S. Snider, blacksmith, Milliken, is advertising business for sale.

W. Powell, blacksmith, Victoria, is advertising his business for sale.

The stock of A. J. Frechette, general merchant, Iberville, Que., has been sold at 37½c. on the dollar.

The assets of J. E. Deslauriers, general merchant, St. Anne de Bellevue, is to be sold by auction to-day.

FIRES.

Wheelman's Headquarters, bicycles, etc., Smith's Falls, has been burned out.

DEATHS.

J. O. Girard, general merchant, Fraserville, Que., is dead.

J. W. Alliston, general merchant, Avondale, N.S., is dead.

W. G. Newton, general store, Port Hammond, B.C., is dead.

H. A. Planche, of H. A. Planche & Co., general merchants, Cookshire, Que., is dead.

A COINAGE QUERY.

If a dollar be a dollar—honest coin—with-out deceit—one may melt it, one may smelt it, but its value won't retreat.

Melt ten dollars—silver dollars—in unbiased melting pot, and the silver "slug" resulting only sells for "five the lot."

Melt gold dollars—melt an eagle in the aforesaid melting pot—and the golden

"slug" resulting quickly sells for "ten the lot."

Will you tell me—kindly tell me—how these dollars equal are—if a little glowing furnace puts on only one a scar?

There was never yet equation that demanded legislation right to be—an equation is equation—else it is a fallacy!

And I'm thinking—quietly thinking—that a poor man has poor sense—if he votes to have a dollar that will melt to fifty cents.

Am I wrong?—Puck.

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

A Partner Wanted in a Good Paying Business

in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. For information address

The Canadian Hardware and Metal Merchant

THE BEST FARM AND GARDEN WHEEL-BARROWS

At Right Price

J. H. Connor

Manufacturer

OTTAWA



You were asked

for Harness Oil last week.

Do you remember if it was

ALLIGATOR HARNESS OIL?

If so, send to us. We make it.

THE ALPHA CHEMICAL CO.

Berlin, Ont.

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,Brushes, Window Glass, Glue,
Bronzes, Alabastine

327 St. James Street, MONTREAL

"SAMSON" BRAND

PORTLAND CEMENTGuaranteed equal to the best imported.
Orders respectfully solicited.Address—**Owen Sound Portland Cement Co.**

Or—Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.**HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR**

OFFICE FOR

Trade Marks
Etc.**Patents** MONTREAL**PATENTS**

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors' Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

.. ISLAND CITY ..

**Paint and
Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

**THE TIN MARKET FOR A MONTH.**

The movement of tin in all markets shows a continuance of conditions which have been heretofore considered as seriously adverse to any healthy rise in values. The monthly statistics showed the shipments of new supplies from primary points 16 per cent. greater than deliveries into consumption in Europe and America. It is true that advances from London seem to suggest the probability that nearly all the withheld stocks in Penang and Singapore had been shipped away, which accounted for the increase in the visible supply to a total of 35,500 tons, an increase of 8,000 tons since Oct. 1, 1895, but the value of the exchange is such, owing to the lower value of silver, that there is every possible inducement for the Chinese producers to get out all the tin they possibly can. The curious thing is that the western world so gladly holds the candle for the clever Chinamen to haul in the cash. Perhaps John's astuteness has led him to ship away his old stocks before America elects a President who will sound a death-knell to any boom in silver. One thing is sure, London and continental operators have taken a great delight in holding a constantly increasing stock, which has shrunk in value £14 per ton in two years, besides all the cost of carrying it—N.Y. Metal Market Report.

A BRASS BED TRUST.

A movement is on foot among the Birmingham and Midland manufacturers of bedsteads, according to an exchange, to consolidate the industry into one company. The English makers of bedsteads, which of course are all of the metal sort, in the places named, have been approached by a syndicate which proposes to invest a capital of \$15,000,000 in the business and purchase the sixty factories in Birmingham and Midland, where nearly all the brass and iron beds are made. A trust of that kind will exceed in extent anything dreamt of in this country. Meantime it is notable that the brass and iron manufacturers in this country have not been getting rich very fast, even although there has been relatively a better demand for their goods than for any other class of furniture, if some recent failures in this branch of the business be accepted as evidence.

KEEP A SCRAP-BOOK.

Every merchant should keep a scrap-book. We believe this suggestion has been made before, but it is fully worth emphasizing. Every bright advertisement that you notice in your local paper or those of other towns, every model advertisement that you observe in your trade paper, and every practical trade-bringing plan or hint should be cut out and pasted in the book, with full data as to the name and date of the paper. You will find such a book as this an inexhaustible treasure of riches, especially on those days when your ideas run scarce and you are too busy to take time to evolve a good advertisement. Keep a scrap-book by all means.

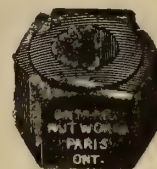
**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.**Ontario Nut Works, Paris****BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon**WRIGHT & CO.**

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.BRAND "C.I.F." THREE RIVERS
PLANTS ATRadnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**GEO. E. DRUMMOND,**

Managing Director and Treasurer

**"JARDINE"****Horseshoe
Sharpening Vises**

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL**A. B. Jardine & Co.,**
HESPELER, ONT.

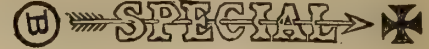


WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Oct. 9, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 00	
I.X., "	6 25	
I.X.X., "	7 50	
J.E. & Co.—		
I.C.	5 00	
I.X.	6 25	
I.X.X.	7 50	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.X.X., "	6 75	7 00
D.C., 12½x17	3 50	3 75
"X	4 50	4 75
D.X.X.	5 75	6 10
NOTE.—Other brands might be shaded by 5c per box.		

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3
Charcoal Plates—Terne.		
Dean or J. C. Grade		
I.C., 20x28, 112 sheets	6 00	
I.X., Terne Tin	8 00	
I.X., Orion	8 00	

Charcoal Tin Boiler Plates.		
Cookley Grade—		
X.X., 14x56, 50 sheet bxs		
" 14x60, "	0 06	0 06½
" 14x65, "		

Tinned Sheets.		
72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06½	0 06½
" 28 "	0 07½	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price,	
Refined "	1 70	
Horse Shoe "	2 35	2 65
Band "	2 60	2 75
Hoop "	2 25	2 25
Swedish "	4 00	4 25
Sleigh Shoe Steel "	2 50	
Tire Steel "	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 06½	
" 2 "	0 07½	
" 2½ "	0 09½	
" 3 "	0 11	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	

¾ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier.....	2 50	2 70
18 to 20 gauge.....	2 25	2 50
22 to 24 ".....	2 30	
26 ".....	2 40	
28 ".....	2 55	

Canada Plates.

All dull, 52 sheets.....	2 25	2 30
Half polished.....	2 35	
All bright.....	2 50	3 25

Iron Pipe.

Wrought, 1 in., 60 and 2½ p.c.: ¾ to ½, 37½ and 2½ p.c.: ¾, 70 and 7½ p.c.: 1, 70 and 1½ p.c.: 1¼ to 1½, 70, 10 and 5 p.c., 2 in., 70, 10 and 10 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades, in case lots: Per 100 lbs.		
16 gauge.....	4 35	
18 to 20 gauge.....	3 35	
22 to 24 ".....	3 75	
26 ".....	4 15	
28 ".....	4 35	
NOTE.—Cheaper grades about ¼ cent per pound less.		

Chain

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ " " "	4 75	
" 5-16 " " "	4 00	
" ¾ " " "	3 75	
" 7-16 " " "	3 35	
" 9-16 " " "	3 25	
" 3 " " "	2 85	
" 3½ " " "	2 75	
Trace, per doz. pairs.....	3 60	5 90
German coil, per 100 ft.....	1 65	2 70
Jack chain, iron, single, per doz. yards.....	0 13	0 50
Jack chain, double, per doz. yards.....	0 15	
Jack chain, brass, single, per doz. yards.....	0 20	10

Copper

Ingot.		
English B. S., ton lots.....	0 12	
Lake Superior.....	0 10½	0 11
Bolt or Bar.		
Cut lengths, round, ½ to ¾ in. round and square	0 20	0 22
1 to 2 inches.....	0 18	0 19
NOTE.—Complete, lengths about 15 feet		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes.....	0 15	0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Planished and tinned, 14x48 and 14x60	0 26	0 27
Braziers. (In sheets.)		
4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " " "	0 15	0 15½
" 50 lb. and above, " " "	0 14½	0 15

Boiler and T. K. Pitts.		
Plain Tinned, per lb.....	0 21	
Spun, per lb.....	0 25	
Wire.		
Pure, in coils—		
From 1 to 20 gauge.....	0 23	0 26
From 20 gauge up.....	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge..	0 20	0 22
" 27 to 30 " " "	0 21	0 23
" 30 and up.....	0 23	0 26
Sheets, hard-rolled, 2x4 ft.....	0 21	0 23

Zinc Spelter.

Foreign, per lb.....	0 04½	0 04¾
Domestic ".....	0 03¾	0 04

Zinc Sheet.

5 cwt. casks.....	0 04¾	
Part casks.....	0 05	

Lead.

Imported Pig, per lb.....	0 03¾	0 03½
Domestic, per lb.....	0 03	
Bar, 1 lb.....	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll.....	0 04	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount. NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

Bar half-and-half.....	Per lb.	Pe
Standard.....	0 12½	0 13
Wire.....	0 11½	0 12
	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.....	0 09	
Other makes, per lb.....	0 08	

Anti-Friction Metal.

"Beaver" brand.....	Per lb.	
	\$0 20	

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons.....	\$4 75	5 00
No. 1 do.....	4 50	
No. 2 do.....	4 25	
No. 3 do.....	4 00	
Brandram Bros. Genuine.....	6 00	
" Decorative.....	5 75	
" No. 1.....	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James' genuine.....	5 75	
" No.....	5 25	

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.....	1 00	
Second qualities, per gallon.....	0 90	
Barn (in bbls.).....	0 70	0 90
Sherwin-Williams.....	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb.....	0 05	
Chrome Yellow.....	0 11	
Golden Ochre.....	0 06	
French.....	0 05	
Marine Black.....	0 09	
Green.....	0 09	
Chrome.....	0 08	
French Imperial Green.....	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.....	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt.....	2 75	
Yellow Ochre (Royal), per cwt.....	1 10	1 15
Venetian Red (best), per cwt.....	1 80	1 90
English Oxides, per cwt.....	3 00	3 25
American Oxides, per cwt.....	1 75	1 90
Canadian Oxides, per cwt.....	1 75	1 90
Paris Green, per lb.....		
" 100 lb. drums.....		
Burnt Sienna, pure, per lb.....	0 10	
" Umber, " " ".....	0 10	
do. amber.....	0 09	
Drop Black, pure.....	0 09	
Chrome Yellows, pure.....	0 18	
Chrome Greens, pure, per lb.....	0 12	
Golden Ochre.....	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal.....	0 93	
Extra ".....	0 65	
Brown Japan.....	0 85	
Brown Japan, Turpentine, p.g.....	1 30	
No. 1 Carriage, per gal.....	1 00	1 20
Gold Size Japan.....	1 95	2 15
Pure Orange Shellac.....	1 30	
Hard Oil Finish.....	1 40	
Oil Shellac.....	1 40	
White Shellac.....	2 35	

Linseed Oil.

Raw, per gal.....	0 46	0 47
Boiled, per gal.....	0 49	0 50
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.		

Turpentine.

5 to 9 barrels.....	0 41	
1 to 4 ".....	0 42	
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.		

Castor Oil.

In cases, per lb.....	0 73½	
Small lots.....	0 00	0 8½

Cod Oil

Cod Oil, per gal.....	0 50	0
-----------------------	------	---

Glue.

(In bbls.)

Common.....	0 07½	0 08
French Medal.....	0 10	0 10½
Cabinet, sheet.....	0 11	0 12
White, extra.....	0 16	0 18
Gelatine.....	0 20	0 30
Strip.....	0 18	0 18
Coopers.....	0 19	0 20
Al clear.....	20 to 5	
Liquid Glue—F. LePage's, discount	20 to 5	
per cent. off list. Munn's, discount	25 to 0	
70 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

per lb		
Best thick white felt wadding, in ½-lb bags.....	1 00	
Best thick brown or grey felt wads, in ½ lb. bags.....	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 0	
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge.....	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.....	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25	
Thin card wads, in boxes of 1,000 each 8 gauge.....		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 60	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings, discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes.	5 25	5 50
Chopping Axes—		
Black Prince.	7 25	7 50
Forest Clipper.	7 25	7 50
Lance.	8 50	9 00
Mann's.	8 00	8 25
Maple Leaf.	9 50	10 00
Hand Made.	7 50	7 75
Climax.	8 00	8 25
Phantom.	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 0
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gon Sargent's	5 50	8
Peterboro, discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
--------	--	--

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tirc. dis., 60 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each.	5 00	7 50
-----------------------	------	------

Braces.

Barbe s	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. .65 to .67½ per cent.		
Reversible, dis. .65 to .67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City, "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis., 75 and 10 per cent.		

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00
---------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
anadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
------------------	--	--

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
------------	--	--

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 50	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.		
------------	--	--

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
------------------------	--	--

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Henis', per doz	3
Enterprise, dis 10 per cent	

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.	
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.	
Lightning, per doz.	6 50 8 40
Heath's, 52½ p.c.	

LADLES.

Melting, per doz.	1 70 4 50
------------------------	-----------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20 5 60
Galvanized, " " " " " " " "	1 87 3 85
King, wood, " " " " " " " "	2 75 2 90
" glass, " " " " " " " "	4 00 4 50
All glass, " " " " " " " "	1 20 1 30

LINES.

Fish, per gross.	1 05 2 50
Chalk, " " " " " " " "	1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.	
Russell & Erwin, per doz.	2 90 7 50
Cabinet, " " " " " " " "	
Eagle, dis. 40 to 42½ p.c.	
Padlock, " " " " " " " "	
English and Am., " per doz.	0 50 6 00
Scandinavian, " " " " " " " "	1 00 2 40
Eagle, dis. 15 to 17½ p.c.	

MALLET.

Tinsmith's, per doz.	1 25 1 50
Carpenter's, hickory, per doz.	1 25 3 75
Lignum Vitae, per doz.	3 85 5 00
Caulking, each " " " " " " " "	1 60 2 00

MATTOCKS.

Canadian, per doz.	8 50 10 00
-------------------------	------------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.	
------------------------------------	--

MINCING KNIVES.

American, per doz.	0 42 2 35
-------------------------	-----------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	
---	--

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy.	2 75
40 dy.	2 80
30 dy.	2 85
20, 16, and 12 dy.	2 90
10 dy.	2 95
8 and 9 dy.	3 00
6 and 7 dy.	3 15
2. American pattern only—	
From 4 to 5 dy.	3 35
3 dy (lath)	3 75
3. Canada pattern only—	
From 4 to 5 dy.	3 25
3 dy (lath)	3 65
3 dy. A.P. fine.	4 35
Car lots 10c. less.	

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 70 and 12½ per cent.; 3 per cent. cash delivered in lots of 10 kg or more
Brads and moulting nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American.	1 85 3 50
---------------------------	-----------

NAIL SETS.

Square, round, and octagon, per gross.	3 38 4 00
Diamond " " " " " " " "	12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.	
------------------------------------	--

OIL.

Canada refined oil (Toronto).	0 16 0 16½
Carbon safety " " " " " " " "	0 18 0 00
Canada w. w. " " " " " " " "	0 18 0 00
American w. w. " " " " " " " "	0 00 0 21
Pratt's Astial.	0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz.	0 00 19 50
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.	1 25 3 50
Brass, " " " " " " " "	1 50 3 50
Malleable, dis. 25 per cent.	

PAIIS.

Galvanized, per doz.	2 25 3 30
---------------------------	-----------

PENCILS.

Dixon's, per gross.	1 00 4 25
Carpenter, " " " " " " " "	2 25 3 60

PICKS.

Per doz.	6 00 9 00
---------------	-----------

PICTURE NAILS.

Porcelain head, per gross.	1 65 3 00
Brass head, " " " " " " " "	0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.	
Wood, fancy Canadian or American, 37½ to 40 per cent.	
Bailey's (Stan. R. & L. Co.), 50 per cent.	
Miscellaneous, dis. 25 per cent.	
Bailey's Victor, 25 per cent.	

PLANE IRONS.

English, per doz.	2 00 5
------------------------	--------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.	
Button's Imitation, per doz.	5 00 9 00
German, per doz.	0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.	
----------------------------------	--

POPPERS.

Corn, square, per doz.	1 35 2 00
-----------------------------	-----------

PRUNING SHEARS.

Per doz.	4 00 5 50
---------------	-----------

PULLEYS.

Hothouse, per doz.	0 55 1 00
Axle " " " " " " " "	0 22 0 33
Screw " " " " " " " "	0 27 1 00
Awning, " " " " " " " "	0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and per cent.	
Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62½ p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.

Saddlers', per doz.	1 00 1 85
Conductors, " " " " " " " "	9 00 15 00
Tinners' solid, per set.	0 00 0 72
" hollow, per inch.	0 00 1 00

PUTTY.

Bladder, per lb.	0 17 0 18
Tins, lbs.	2 50 2 75

RAIL.

Barn door, per foot.	0 03 0 03½
Sliding door, " " " " " " " "	0 03½ 0 03½
Lanes, " " " " " " " "	0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list.	
Wood, 25 per cent.	

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00 18 00
Boker's, " " " " " " " "	7 50 11 00
Wade & Butcher's, " " " " " " " "	3 60 10 00
Arbenz's, " " " " " " " "	9 00 18 00
Theile & Quack's " " " " " " " "	7 00 12 00

RAZOR STROPS.

Currier's, per doz.	1 25 3 60
--------------------------	-----------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days	
Copper rivets, dis. 50 and 10 per cent.	
Iron " " " " " " " "	dis. 60 and 5 per cent.
Tinned and black rivets, 60 and 5 per cent.	
Burrs, iron or steel, 50 and 5 per cent.	
Terms, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.

Canadian, dis. 30, 35 per cent.	
---------------------------------	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb. 6¼	00 8½	00 9
¾, 5-16, ¾ in.	6¼	00 9
Cotton " " " " " " " "	15 17	00 13
Russia Deep Sea " " " " " " " "	00 13	6¼ 7½
Jute " " " " " " " "	6¼	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37½ to 40 p.c.	

SAD IRONS.

Mrs. Potts, per set.	0 60 1 00
" " " " " " " "	90

SAD HEATERS.

Dome, Shepard's, per doz.	4 75 5 00
--------------------------------	-----------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.	0 55 0 90

SASH CORD.

Per lb.	0 22 0 50
--------------	-----------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.	
Kempshell's, dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 per cent.	

SASH WEIGHTS.

Sectional, per 100 lbs.	1 40 1 50
------------------------------	-----------

SAWS.

Crosscut, McMillan & Haynes, per dozen " " " " " " " "	0 40 0 70
"Empire," McMillan & Haynes, per ft.	0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c. S. & D., 40 to 40 and 10 per cent.	
Crosscut, Disston's, per ft.	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.	0 75 2 75
Frame only.	0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00 7 50
Whiting " " " " " " " "	6 87 7 00

SCALES.

Gurney Scales, 50 p.c.	
B. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.

Box, per doz.	2 10 4 50
Foot, " " " " " " " "	0 40 3 50

SCREENS.

Window, patent, per doz.	3 50 4 50
Door, per doz.	8 75 9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65 4 00
--------------------------	-----------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c.	
" R. H., " dis. 75 and 10 p.c.	
" F. H., brass, dis. 77½ and 10 p.c.	
" R. H., " dis. 72½ and 10 p.c.	
Diamond point wood screw nails, bright, dis 77½ and 20 p.c.	
Bench, wood, per doz.	3 25 4 00
" iron, " " " " " " " "	4 25 5 75

CYTHES.

Discount, p.c. revised list.	
------------------------------	--

SCYTHES.

Canadian, dis. 40 to 45 p.c.	
------------------------------	--

SHEARS.

B. & W., japanned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour's, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, japanned, 80 p.c.	
N.P., dis. 70 p.c.	
Clauss, full nickel, 60 p.c.	
" japanned handles, 67½ p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.

Sliding door, per set.	0 77 1 40
-----------------------------	-----------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.	
---	--

SIEVES.

Wood rim, black, per doz.	1 05 1 10
" " " " " " " "	1 25 1 35
Tin rim, per doz.	2 30 2 45
" " " " " " " "	1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.	
Acme " " " " " " " "	3 00 5 00
Lock, Andrews " " " " " " " "	4 50 11 50

SOLDERING IRONS.

Per lb.	0 00 0 24
--------------	-----------

WROUGHT SPIKES.

Discount, 20 per cent.	
------------------------	--

SPOKE SHAVES.

Wood, English.	1 8 5 00
Iron, American.	1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross.	7 50 12 00
Dessert, " " " " " " " "	21 00 00 00
Table, " " " " " " " "	30 00 30 00
Dessert Forks, " " " " " " " "	24 00 00 00
Medium " " " " " " " "	27 00 00 00
Table " " " " " " " "	36 00 00 00

SQUARES.

Iron, per doz.	1 65 2 90
Steel, dis. 65 to 65 and 10.	
Try and bevel, dis. 50 to 52½ p.c.	

STAPLES.

Fence, galvanized " " " " " " " "	0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.	

STOCKS AND DIES.

American, dis. 25 p.c.	
------------------------	--

STOVE POLISH.

	gross.	¼ gross.	doz.
Scientific Stove Pipe			
Varnish " " " " " " " "	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each.			6 00
Scientific Furniture Polish " " " " " " " "	12 00	1 25	
Scientific Carriage Top Dressing, ½ pint.			2 00
Scientific Carriage Top Dressing, pints.			3 50
Scientific Enamel Paints " " " " " " " "	1 50		
Scientific Stove Enamel " " " " " " " "	7 50	2 00	75

STONE.

Washita, per lb.	0 28 0 50
Hindostan, " " " " " " " "	0 06 0 07
" " " " " " " "	0 09 0 09
Labrador, " " " " " " " "	0 00 0 13
" " " " " " " "	0 00 0 15
" " " " " " " "	0 00 0 50
" " " " " " " "	0 00 1 50
" " " " " " " "	0 00 0 10
Seythe, per gross.	3 50 5 00
Grind, per ton.	15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue.	66½
Trunk tacks, black.	60
" " " " " " " "	66½
B.B.B. iron carpet, blue.	60
" " " " " " " "	66½
B.B.B. iron carpet, bright or blue (in kegs) " " " " " " " "	30
B.B.B. iron carpet, tinned (in kegs) " " " " " " " "	30
B.B.B. cut tacks (in bulk), 45 to 50 p. c. " " " " " " " "	45
" " " " " " " "	45
" " " " " " " "	40
" " " " " " " "	45
Swedes, cut tacks, genuine, blue and tinned.	52½
Swedes, upholsterers', genuine.	50

Swedes, upholsterers', American (1 to 6 oz.)	60
Swedes, upholsterers', American (8 to 24 oz)	66 1/2
Swedes, carpet, gimp, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66 1/2
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42 1/2
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15
Double pointed tacks, discount 90 to 90 and 12% p.c.	15



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

to any address on receipt of

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

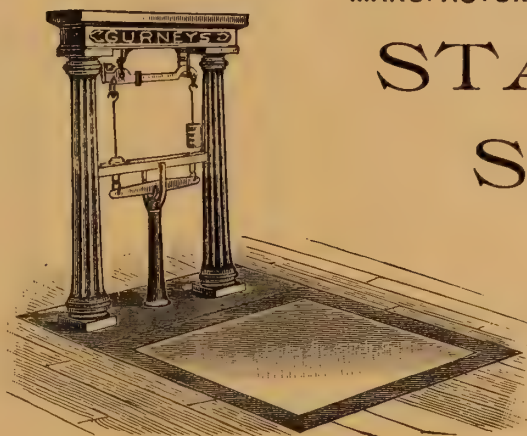
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.



They have many other qualities which will be explained in detail by sending for our pamphlet.

Round Bottom

It can't be borrowed to
do the chores.

It can't stand alone.

Must be hung or placed
in a rack.

That's the beauty of the
Round Bottom.

See the point?

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perasse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, QUE.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

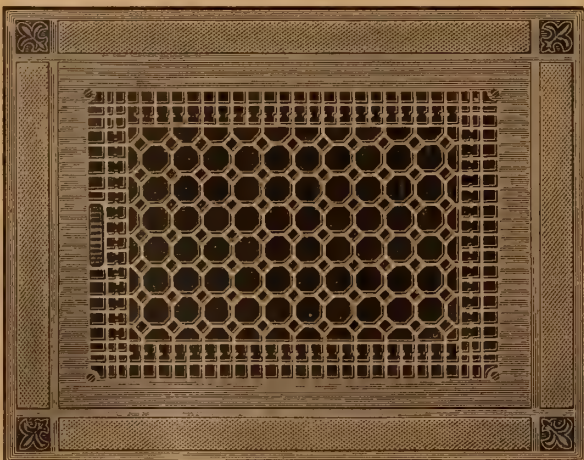
OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

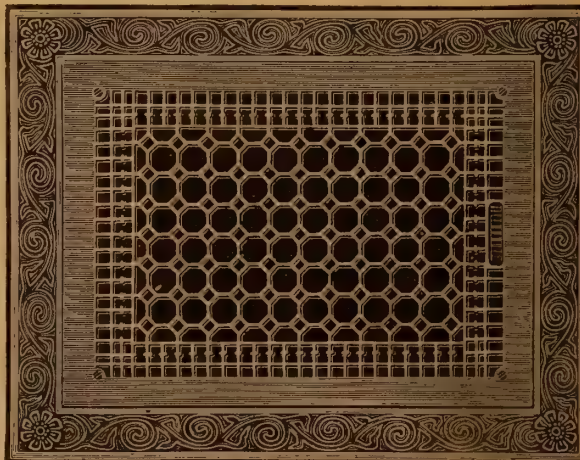
"An Ornament to Any Room."

This is the time of year to buy Fall Goods—we have a large
stock on hand of Ferrostee Registers and borders, both for
side wall and floor. **You Should See Them.**

THE BEST SELLERS ON THE MARKET.



Moorish Register, with Empire Border.



Moorish Register, with Byzantine Border.

We supply all styles finished in Black or White Japan. Electroplated in Nickel, Copper, Bronze, Silver or Brass.

Send for Descriptive Catalogue and Price List.

SPECIAL STYLES.

ALL STYLES.

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

Telephones 819 and 1511

Intrinsic worth
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, OCTOBER 17, 1896

No. 42



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

Buy the best brands.

Everyone knows that brands of Tin Plates vary greatly in quality and finish. The consumer is always safe in buying any of the following brands, and will not have to pay fancy prices :

Steel Cokes.—“Lydbrook” and “Trym Best;” the Cannery favorites.

Charcoal.—“Allaway's;” the standard in its class.

Best Charcoal.—“Dominion Crown;” tissue paper between sheets.

Best Best Charcoal.—“Dominion Crown Best Best;” equal to any imported.

Canada Plates.—“Allaway's;” best all-round value.

Canada's Largest Radiator Manufacturers.

More cobble stones than diamonds on earth, and so it is with Poor Radiators. They're legion—but good ones are few. In this class of goods you can only judge by the experience of others.

“Safford” STANDARD Radiators

ARE THE CHOICE of all the leading Architects and Heating Engineers everywhere.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited
.. Toronto, Ont.



Safford
Perfect Plan

TO THE TRADE



WOOD
AND
FELT

WEATHER STRIP



Write us for Price List and Discount.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

Heavy Copper Tea Kettles



BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO.

K_{EMP} M_{ANUFACTURING} C_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

"DIAMOND" STEEL WARE

"GRANITE" STEEL WARE

"WHITE" STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, OCTOBER 17, 1896

No. 42

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS

and

TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,

17 Victoria St., London, S.W.

R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Major A. G. Campbell,

General Subscription Agent.

AMERICAN IRON AND STEEL IN ENGLAND.

AS might naturally be expected, the Alabama pig iron, which has been shipped to Great Britain lately, has caused some uneasiness among the furnace-men of that country. As stated in a recent issue of *HARDWARE AND METAL*, some 30,000 tons on this account was believed to have been contracted for.

Our exchanges to hand this week from Great Britain report that the shipment of 8,000 tons which had arrived there had readily found purchasers at from 5s. to 6s. per ton below the price of the Lancashire and Middlesboro' makes. One exchange remarks: "The quality is reported, on the best authority, to be quite equal, if not superior, to the Lancashire and Middlesboro' iron."

It seems to be the general opinion in England, from what we can gather, that the Alabama pig iron people have such little business on hand that they are merely shipping to the British market in order to "raise the wind." No doubt this supposition has a great deal of reason for its basis. So far, at any rate, it has only been when times were hard, and money much wanted, that

American pig iron could get as far east as three hundred miles below Toronto. But it got there in 1893, and it has been getting there again lately.

The price at which 25,000 tons of the Alabama pig iron shipped to England had been contracted for was, according to a New York financial journal, \$8.93 per ton at Manchester. As the freight, \$3.15 per ton, had to be paid out of that sum, it means that the sale referred to only netted the furnace people \$5.78 per ton, a price which indicates that it was surplus stock that the makers were desirous of turning into money, and at prices, too, which are much below the present quotations. We notice that some sales of American pig iron, forge qualities, have been made at both Wigan and Warrington, in Lancashire, at 40s. per ton, or equal to about \$9.74.

Not only have the Americans been bombarding the British market with pig iron, but with steel billets as well. The English makers, it appears, have been so pressed with business that they were compelled to advance the price of billets to £4 15s. delivered in the Midlands, but American billets of less than 2 inches square have been sold at less than £4 c.i.f. Liverpool.

Whether the American pig iron and billet makers will be able to find a market in Great Britain under ordinary conditions remains to be seen. But it is interesting to know that at the moment they are at any rate.

BINDER TWINE SHUT DOWN.

The Consumers' Cordage Co. are now shut down on the manufacture of binder twine. The officials of the company state that their action is due to a desire to keep down their stock in the event of a possible change in the duty next spring. They are only protected to the extent of 12½ per cent., and if this is reduced, what with the competition of the penitentiaries, their chances, they claim, are poor.

TARIFF AND REAL ESTATE.

REAL estate dealers in Montreal are finding the market more or less depressed owing to the uncertainty of tariff legislation. That city has so many industries that depend upon a protective tariff for their existence that any sharp changes would have a serious effect on the citizens generally. As we have before pointed out, the result of the elections cannot be taken as a condemnation of the protective policy. Hundreds of protectionists voted for the Liberal party on the strength of their leader's promise that he would not make any material change in the tariff, and because they were thoroughly disgusted with the rotten administration of affairs by the ward politicians who controlled the Conservative party caucuses.

Tariff and other business questions should be lifted above the field of party politics. The Liberals might have done so in 1878, and again in 1882. They might have announced that "while they did not agree with the principle of protection, still as the great majority of Canadians were in favor of it they would give it a fair trial of 10 or 15 years, and assist the Government in framing a just tariff." Had the Liberals done this the Conservatives would never have continued to bleed the manufacturers as they have at every election done to keep them in power.

The Liberals now have an opportunity of taking tariff and other business questions out of the political arena. Let them no longer be party questions. Why should not the whole matter be referred to a capable commission representing all interests? There are some industries which we pretty well all agree should be encouraged, while there are others on which some think the tariff should be reduced. Unless some such course is taken business affairs will be unsettled, as they are and have been for years in the United States, because the tariff has been a party question.

THE ST. LAWRENCE ROUTE LIBELLED.

FRESH interest has been awakened in the proposed fast Atlantic service by the publication of an article upon the question from the pen of Mr. Sandford Fleming. Briefly, his contention is that the St. Lawrence route is unsuited to such a service because of fogs and icebergs which beset it.

Against a fast Atlantic service in itself he has nothing to say. That which he raises his voice against is merely the summer route. He evidently desires the service, but he prefers Halifax for the summer as well as the winter port.

HARDWARE AND METAL has persistently advocated the establishment of a fast steamship service between Canada and the United Kingdom. But we have not been the advocate of any one port as the terminus on this side of the Atlantic. All we want is a fast service and that the best port shall be selected as a terminus.

At the same time, however, we are sufficiently interested in the St. Lawrence route to protest against the libel which Mr. Fleming has uttered against it.

There is an ice belt through which steamers using the St. Lawrence route have to pass, but vessels running from Liverpool to New York pass through this same belt.

The very current that brings ice past Newfoundland continues on down the Atlantic, skirting the American continent till it strikes the Gulf stream, with which it assimilates and turns across the Atlantic to the British Isles.

As for fogs, they are common to the North Atlantic Ocean, and they occasionally hover around the entrance to New York harbor as well as the mouth of the St. Lawrence. It is common to read a despatch from New York to the effect that "ss. Blank is anchored off the harbor waiting for the fog to lift." And newspaper readers will remember with what amazing frequency some of the big Atlantic greyhounds ran ashore while entering the New York harbor last spring. But there was no talk of that route being unsafe for fast steamship lines.

These assertions regarding the navigation of the St. Lawrence are not new. They have been more or less in evidence ever since the continent was inhabited by white man. And it is not such a great while ago, judged by the life of man, that the question of the navigation of Canada's great waterway to the interior was as debatable as is that to-day relating to the feasibility of the Hudson's Bay route. And it is evident that all the pessimists are not dead yet. Mr. Sandford Fleming is a clever man and a great engineer, whom Canada is proud to own. But his opinion as to whether the St. Lawrence route is safe or not is entitled to no more weight than that of any other in-

telligent man who has studied the question. This is a question more of utility than of engineering skill. But even in engineering matters, engineers have not been always the best judges. Engineers, for instance, said it was impossible to build a line of railway across the Canadian Rockies. But the line has been built. And now it is proposed to build another line via the Crow's Nest Pass, while the question of engineering difficulties is no more heard than if it was merely proposed to carry a line across a portion of the prairie.

Against the utility of the St. Lawrence route for freight traffic Mr. Fleming has nothing to say. He commends it, in fact. And if for freight, why not for steamers that carry passengers as well as freight? When they are groping their way through fog banks steamers of the greyhound type and steamers of the poodle dog type are both in the same class. They are both moving as slowly as they can. In clear weather it is different; but in clear weather they can see.

It is conceded by all that a fast Atlantic service must have accommodation for freight as well as for passengers. What the relative capacity of the one to the other shall be is not a question at issue just now. It is enough to know that these boats must carry freight. It follows, however, as a fast boat will be mainly a passenger and mail boat, that the freight cannot be of such bulky material as grain, cattle, lumber, etc. It will perforce be produce, such as cheese, butter, eggs, dressed meats, etc., which the sooner it reaches the British market the less likely will it be to suffer from loss either on shipboard or from fluctuating markets.

Now, besides the need of a quick passage for these goods, it is also desirable that the freight rates should be as low as possible. And this could naturally be more obtainable by a line of steamers which ran six or eight hundred miles into the interior of the country than were the terminal port on the Atlantic and the rail route lengthened by several hundred miles.

LINSEED AND TURPENTINE ADVANCE.

The strength in turpentine, which has already been pointed out in these columns, continues, prices advancing again this week, and a change for the better has also been experienced in linseed. Prices on the former were marked up 1c. to 42c. for round lots and 43c. for single barrels this week in consequence of the advance in the south, which has been sharp, while the market in Montreal is said to be almost bare of supplies.

In linseed the strengthening influence is a material advance this week in England, and though prices are advanced 1c. to 46 to 49c., single barrels, they have not yet fully responded to the English advance.

THAT HARDWARE APPRAISERSHIP.

Nothing more scandalous in its way stands to the discredit of the late Government than its willingness to plant an outsider in the place of hardware appraiser at the port of Toronto. These superior places in the Customs service ought to go to men who have earned promotion by efficiency in subordinate places.

THE above paragraph is from an editorial in Thursday's Telegram. Our contemporary is right and it is wrong.

The principle of promotion is the right principle, because it is business-like. But when a stream runs dry at its source water cannot be obtained at its mouth.

Our contemporary acknowledges that "an appraiser has great need of technical knowledge." Thanks to the infamous system which has been the rule and not the exception in the Civil Service, men have not been appointed to positions in the hardware department, or any other department in the Customs, because of their especial fitness for these positions: The test has been the measure of their subserviency to party. Consequently if practical men are not appointed to subordinate positions, how can the desirable material be procured from within to fill appraiserships? You cannot make pig iron from lime stone; neither can you promote men to responsible positions if they have not the proper qualifications.

We do not for one moment believe that the late Government was concerned as to whether its appointee to the hardware appraisership at Toronto was a practical man or not. The fact that the man it proposed to appoint to the office was not a practical man is ground sufficient to base this belief upon. It would have been infinitely better to have promoted the assistant appraiser, notwithstanding that he is lacking in one great essential: He is not a hardware man.

Let the Government, be it Liberal or Conservative, exercise the same common-sense as would a merchant in employing clerks, and there would soon be no dearth of material upon which to draw for hardware or any other appraiserships where practical men are demanded.

REDUCTION IN LEAD PIPE.

A reduction is announced in the price of lead pipe. The discount is now 30 and 5 per cent., or 5 per cent. more than before obtained. The change went into force four or five days ago, and it has resulted in a somewhat increased trade.

CHEAP SNOW SHOVELS.

Dealers are this season able to buy their steel snow shovels much cheaper than last year at this time.

The ruling price is now \$2.60 to \$2.75

per dozen, a reduction of from 13 to 15 per cent.

Raw material is of course lower, but the chief cause of the reduction appears to be the increased competition among the makers, one or two new factories having sprung up in the Dominion since a year ago.

LOW-PRICED COIL CHAIN.

IN spite of the better feeling there is in prices generally, coil chain is being offered on the Toronto market for importation at an extremely low figure. In fact it is claimed to be the lowest price ever quoted on that market.

"With the revival in trade in the United States market," remarked **HARDWARE AND METAL'S** informant, "present figures would no doubt be withdrawn. It seems to me that handlers of chain throughout Canada would do well to cover their requirements for the next season. No doubt orders could be booked for later delivery if specifications were placed with the factories."

GOOD TIME TO BUY SHOVELS.

Mr. Alford, representing the Wright Shovel Co., of Anderson, Indiana, was in Toronto this week on business. He ventured the opinion that the present was an exceptionally good time for the trade to make contracts for spades and shovels, as prices could not possibly go lower. He looks for a revival in trade in the United States after the elections are over.

BOMBARDING THE GOVERNMENT.

AT a meeting of the Peterboro Board of Trade held on Monday evening the following resolution was adopted:

That in view of the proposed revision of the tariff and the consequent unsettlement of prospective values of nearly all classes of merchandise, it is the opinion of this board that the Dominion Government may, with great advantage to the mercantile, manufacturing, and agricultural interests of the country, adopt and at once announce as a part of their policy the maintenance of the rates of duties now imposed under the existing tariff for a period of (say) six months after the adoption of the proposed revised tariff by the Dominion Parliament.

That a copy of this resolution be forwarded to the Premier, the Ministers of Finance and Trade and Commerce, and to the several Boards of Trade throughout the Dominion, and that a committee be named by the president, who shall have authority to take such action as they may deem expedient to press this matter upon the immediate attention of the Government.

This is a resolution adopted by a business organization, and is along the lines which **HARDWARE AND METAL** has been advocating for some time.

If the Government is wise it will act upon these suggestions without delay, and not do as its predecessors in office too often did—ignore the advice of the business men of the country.

DROPS FROM THE EDITOR'S PEN.

THE black rod which the Dominion Government proposes to do away with is not the rod to spare which spoils the child. To spare this rod would mean the spoiling of many dollars.

Business is never fickle to those who are faithful to it.

Unless trade is pushed along it will not make progress.

Customers are not caught and kept by clap-trap trading.

It is better to be without money than to be barren of a good name.

Push goods; but do not push them on to people who do not want them.

It is better to have a slow and honest clerk than a quick and dishonest one.

It requires action to extinguish a blaze; but inaction will extinguish a business.

He who would have a business of his own must first have a mind of his own.

In returning goods, be sure you are right. If you are not sure about it, don't go ahead.

It is one of the easiest things in the world to be a "Daniel"—when everybody else is.

Do now what you have to do. To-morrow another duty will demand your attention.

Window displays should bring people into the store as well as attract them to the window.

A man lowers himself in the estimation of his friends just as in proportion he rises above his job.

Keep up with the spirit of the age and you are not likely to be haunted by the ghost of adversity.

A fish may catch a mackerel, but "small ways" in the commercial world will not catch much business.

A little speech in a clerk is a good thing, but over-much of it, like a surfeit of any good thing, is nauseating.

Business men should learn how to hold their tongue as well as to hold their trade.

Men have lost their trade because they have not been able to hold their tongue. The tongue is sometimes an unruly partner.

A man has to work his way to success with fear and trembling, but faint heart is no part of the arrangement.

It is, no doubt, a difficult thing to do a cash trade; but what in this world that is worth doing at all is not difficult?

Friends are jewels and cannot be picked up every day; enemies are stones which can be gathered as frequently as desired.

When a merchant keeps his window well dressed he covers himself from the contempt of people who are particular in this respect.

All men are not unprincipled by any means, but it is a good principle nevertheless to have all agreements of importance put in writing.

While a merchant should know his customers in order that he may be successful, it is essential that he should first know himself.

Most statutory enactments can be driven through with a coach and pair, but verbal agreements can be driven through with a four-in-hand.

Passions not ruled in youth will lead their owners into harsh slavery in the days when they should wield the sceptre and not wear the chains.

Every new member added to a business men's association is an additional spoke and a source of strength to the business wheel.

As the seed sown by the farmer bringeth forth its fruit in season, so the seeds of knowledge which the young man soweth will in due season fructify to his gain.

The longer a young man neglects to use the ability he has the harder will it be for him to exercise it should the day ever come when he can sum up enough energy to undertake the task.

It is as easy as winking to drive customers from the store, but it requires much ingenuity to bring them there; all of which goes to show how much care there should be on the part of merchants and clerks.

"Business is business, as you know," is a phrase that is being quoted a great deal just now by the political press. It is to be hoped that politicians of all shades of politics are discovering that business is business.

GOLD IN NEWFOUNDLAND.

THE Newfoundland correspondent of The Montreal Gazette, under date of September 28th, writes: As the mineral resources of Newfoundland have developed in recent years, the hope has been confidently entertained by many that gold would be found. Copper has been long abundant; nickel, lead and silver have been discovered in considerable quantities; iron ore in immense masses has been lately found in Belle Isle, Conception Bay, and is now shipped in large cargoes. Chromic iron in remunerative quantities is found on the western coast, as well as asbestos. These discoveries warranted the expectation that gold would also one day or other be brought to light. The geological formations in a large part of the island, being largely Laurentian and Huronian with areas in some places of lower Silurian, justified the prospector in searching for gold-bearing rocks. Gold was found again and again in various localities, but only in small quantities. The late Alexander Murray, F.G.S., for many years head of our Geological Survey, and a distinguished geologist, held firmly that the precious metal would yet be found. He founded his opinion not only on the age of the rocks, but on the resemblance of many quartz veins to the gold-bearing reefs of Nova Scotia. In his report for 1868 he "drew attention to the quartz veins at sundry places in the peninsula of Avalon from the resemblance I perceived in the rocks they intersect to the recognized auriferous strata of Nova Scotia." Of one district he said: "The resemblance in general character of the strata with their included auriferous quartz veins in Newfoundland to those of Nova Scotia must strike anyone who has visited the two countries with the purpose of studying their geological features, and I venture to say that the description given of the latter country by Dr. J. W. Dawson, might, in many respects, apply to the former. Without presuming to offer an opinion as regards the age of the Nova Scotia strata, the fact of resemblance is suggestive."

A few years ago some very fine specimens of auriferous quartz were brought from Mings' Bight White Bay, but as the locality is on the "French Shore," capitalists hesitated to expend money on the development, lest the French should protest against the opening of a mine, and operations should be stopped, as previously at Port-au-Port, by the orders of the Imperial Government. In 1880 a report of the discovery of gold at Brigus, Conception Bay, induced Mr. Murray to visit that place and test some of the veins by blasting. He found that the quartz thrown out by one blast showed many distinct "sights" of gold to the

naked eye, and many small specks when a lens was used. A pennyweight of gold was taken from another fragment of the quartz, and by washing small masses a few grains of gold were found. In his report he said "that a large area of the country in the region referred to is auriferous there can scarcely be a doubt, although nothing short of actual mining and practical experience can possibly prove what the value of the products may be, or whether the prospects of obtaining a remunerative return for the necessary outlay are favorable or otherwise." Some attempts were made to develop these quartz veins at Brigus, but the undertaking proving costly and the returns not being satisfactory the enterprise was abandoned after the expenditure of a few hundreds of dollars.

No more was heard of gold till quite recently, when the news arrived that a gold-bearing reef of considerable extent and richness had been found at Cape Broyle, 40 miles south of St. John's. I have carefully enquired into the facts and find them to be as follows: A Mr. Oxley, an Englishman, from Newcastle-on-Tyne, who had considerable experience in gold mining in Africa and elsewhere, when prospecting about Cape Broyle was attracted to a quartz reef which he considered promising. He was joined by Dr. McCulloch, a medical gentleman from Nova Scotia, who is resident there. They jointly secured several licenses to search for gold, and resolutely set to work on one quartz vein about two feet in width. The appearance of the quartz was peculiarly encouraging, and on a rough analysis gold in paying quantities was found to be present. About twenty or thirty tons of quartz were taken out, and then it was decided to send a quantity for scientific analysis to an eminent assayist firm in London. The quartz was taken at random from the heap, no selection being made. A barrel and a box were filled and sent to a mercantile firm in St. John's, and by them shipped to London.

I am in a position to guarantee that the whole transaction was bona fide, that there was no trickery or deception, and no selection of specimens for analysis. Indeed, the character of the owners of the property entirely forbids the suspicion of any disreputable practices.

The assaying firm in London to whom the quartz was sent are Messrs. Johnson, Matthews & Co., one of the most eminent analysts who, I am told, are employed occasionally by the Bank of England. The following is a copy of their certificate of assay:

For Messrs. T. H. Stockdale & Co.
We have assayed the samples of mineral as under, and find the following to be the result—

	Produce of gold.			Produce of silver.		
	ozs.	dwt.	grs.	ozs.	dwt.	grs.
No. I., marked	—	9	12	3	9	—
1 case	—	19	12	1	11	—
No. II. 1 barrel	2	—	—	—	—	—
No. III. grey mineral	—	8	12	—	4	—
Per ton of 2,240 lbs. of mineral.						
(Signed) JOHNSON, MATTHEWS & CO.						

It will be seen from the foregoing that the quartz contained in the barrel yielded near-

ly three ounces of gold to the ton and 1 dwt. 11 grains of silver. In other words, the produce of a ton was in value sixty dollars. This was not all—"The grey rock" is the bedrock or rock of the country underlying the quartz, and it contains, according to the analysis, 8 dwts., 12 grs. of gold per ton—value, one dollar. This, I am told, would allow a tolerable margin of profit, apart from the quartz, and the bedrock is unlimited in quantity.

Only one quartz vein has yet been worked, and that to a limited extent. How far this reef extends is not yet determined, but at present men are at work cross-cutting it at different places. Numerous other quartz veins of the same appearance crop out all around.

As soon as the news spread, a gold fever was developed, and in a short time 32 square miles all around the reef was covered with licenses for search, and it is said fresh applications are going into the Surveyor General's office. Those who hold these licenses are residents of St. John's, shrewd men who know what they are doing, and who would not throw away their money for nothing.

Of course, in its present stage of development, it is impossible to say what is the value of this discovery. But, that quartz containing three ounces of gold to the ton has been found here, is an important fact; and however this particular find may "pan out" in the long run, this is certainly a hopeful sign, and warrants the expectation that gold reefs will be found in other localities. This will lead to a general search, with what results time will tell. It is, of course, possible that these specimens analyzed may not prove to be indicative of a similar average yield throughout the mass. The reef, on further working, may show less gold or may become exhausted. On the other hand, this may be the beginning of a most important industry that will develop into wide-spreading results. Newfoundland may prove to be a gold-producing country as well as a copper and iron-yielding country. In many other countries, now famous for their gold, the beginning was made just in some such way as the discovery of a gold-bearing reef at Cape Broyle. An expert will shortly visit the locality and report on it, and then it will be easier to form an opinion of its capabilities and prospects. In England the announcement of the discovery has made quite a stir and led to numerous enquiries. If anything substantial comes out of it there will be no want of funds to work the claims. Messrs. Morrison & Morine, a leading firm among our lawyers, hold several licenses, and the former has gone to Cape Broyle to



test their claim, for which it is said they have a flattering offer.

As a rule, auriferous rocks are old, and of these archæic formations we have an abundance. It has been found, however, that all attempts to connect certain formations with gold are futile. All predictions of a precise character fail, though a general forecast as to where gold may be hopefully looked for has at times proved correct. It often happens that gold is present in quartz in such minute specs as to be quite invisible to the naked eye; and yet such quartz may prove amply remunerative in the working, as I believe in the case of Nova Scotia. The most common ultimate source of gold is quartz veins, and from such veins the alluvial gold is derived. These quartz veins traverse other rocks, and are more recent than the beds in which they occur. The rocks cut by these veins—or, as they are called, "reefs,"—are generally ancient, but the reefs themselves are, geologically speaking, far from modern. The appearance and surroundings of these Cape Broyle quartz reefs, together with the analysis referred to, give good grounds for anticipating favorable results; but in the present stage it is wise to suspend our judgment till further progress has been made.

SHELVING FOR FURNISHINGS.

AT the Sixteenth street and Cass avenue store of Hellrung & Grimm, St. Louis, says Stoves and Hardware Reporter, of that city, there is an arrangement of shelving for household furnishing goods that is worthy of description. The shelving was built with the intention of securing the greatest possible convenience in showing goods to customers. The shelves are not supported by brackets, but by turned posts, thus causing as little obstruction to a continuous view of the goods as possible. The first shelf is ten inches from the floor, and is 20 inches deep, and the space between it and the shelf above is 17 inches. On this shelf, dish pans, dripping pans, all kinds of large hollowware, soap kettles, etc., are displayed, singly and nested. The second shelf is only 14 inches deep so as not to interfere any more than possible with the view of the goods below. On this shelf, sauce pans, skillets, tea kettles, and all kinds of small stamped ware are shown. The next shelf is seventeen inches above the last one described and forty-four inches from the floor. It is eighteen inches deep, and on it kitchen cutlery and implements and all kinds of small sundries are displayed. Another shelf slides right under this one, and when pulled out is used for resting goods from the shelves above or beneath while they are being exhibited to customers. The fourth shelf is nine inches deep and on it fancy tea kettles, canisters, coffee mills, salt boxes, etc., are shown. Above this is one twelve inches deep, which contains coffee and tea pots and tin and graniteware. On the sixth shelf, which is also twelve inches deep, are coffee

boilers, coffee drippers, cake molds, etc., and on the top of the shelf case are granite and galvanized pails, bread boxes, slop pails, clothes hangers, etc. These goods are taken down by means of a hook. Goods on all the other shelves are easily reached from the floor.

FIREPROOF PAPER.

An account of the new fireproof paper prepared by L. Frobeen, of Berlin, shows, says an exchange, the production of a valuable article for industrial and other purposes. Ninety-five parts of asbestos fibre of the best quality are washed in a solution of permanganate of calcium and then treated with sulphuric acid, the fibre being thus bleached. After treating the fibre in this manner five parts of ground wood pulp are added and the entire mass placed in the agitating box, with an addition of some lime-water and borax. After being thoroughly mixed the material is pumped into a regulating box and allowed to flow out of a gate into an endless wire cloth, where it enters the usual paper-making machinery. Paper produced in this way, it is reported, will resist even the direct influence of a flame, and may be placed in a white heat with impunity.

Ordinary paper may be made fireproof by treating it with a fluid consisting of thirty-three parts manganate of chloride, twenty parts ortho phosphoric acid, twelve parts carbonate of magnesia, ten parts boric acid and twenty-five parts chloride of ammonia in one quart of water. This solution is applied several times, and paper saturated with it will resist great heat and the direct influence of a flame for some time.

GOLD IMPORTS WILL CONTINUE.

There is little ground for the fear entertained in some quarters that the imports of gold have ceased. The late rise in exchange was due to a special demand for bills to cover some 5,000,000 of maturing sterling loans made about three months ago, pending the extreme stringency in the money market. Those advances have now been liquidated, and the exchange market is returning to the ample supply of export bills which caused the late influx of gold. The rates of exchange are now close on the point of admitting of the resumption of gold imports, and yesterday an engagement was made for importing \$500,000 of gold; but export bills are temporarily held back by some uncertainty about the supply of berth room for exports. Momentarily, we are in the position of not having sufficient ocean-carrying capacity for receiving all the produce awaiting shipment. A few days may remedy the blockade, when gold will again flow into the country in its late volume.—N. Y. Journal of Commerce.

Do You want to sell Lead?

If you do don't handle The Sherwin-Williams Paints. They're displacing Lead very rapidly. It's only natural that they should. They're better paints in every way than any man can get by buying the Lead and mixing it himself—let him do it ever so carefully and well.

S. W. P. is made of Lead and Zinc—but good materials alone don't make good paint. It takes experience and skill in the mixing and grinding. These, assisted by the finest machinery of the kind that has ever been made, and the like of which is not to be found outside The S.-W. factories, is what makes S. W. P. a better paint than can be mixed in an ordinary way.



Made in Canada by

The . . .

Walter H. Cottingham Co.
Limited,
Montreal.



IS TRAVELERS' TIME OF CONSEQUENCE?

BUYERS, when pressed hard by many duties and by the necessity of holding frequent interviews with commercial travelers, are sometimes apt to forget that the traveler is not only a recognized, but is also almost an indispensable, factor in the business life of to-day. It is doubtless forgetfulness of this fact that, in a great measure, accounts for the reckless way in which some—I had almost written many—buyers waste the time of those travelers who call upon them.

For a traveler to call one day to make an appointment, then on keeping the engagement to be detained an hour only to be asked to call again, is not pleasant, but when on the later visit he is kept waiting some time and ultimately, after an expenditure of, say, four hours, to receive an order for not more than £5 worth of goods, it is really exasperating. Yet there are those who have experienced worse than this. Not long since the representative of a first-class house persuaded a buyer to see his samples at the hotel. The hour came, but not the customer. After waiting some time the traveler went to fetch him, and then was asked to call again. On the next visit he had to stay a long time, only to receive a not very polite "put-off." Altogether the seller wasted the whole of the morning of an early-closing day—which, of course, was equivalent to the waste of the entire day. When it is remembered that some travelers cost about 5s. per working hour, that the lost time has, to some extent, to be taken out of his hard-earned leisure, and that the buyer cannot waste the seller's time without wasting some of his own also, it is clear that such thoughtlessness must be extremely prejudicial to both parties.

It is true that this state of affairs is partly inevitable; the buyer is not always master of his own time, and there is a largely increased number of travelers to see nowadays. But it is also true that these causes are insufficient to exonerate buyers for even half the broken engagements of which the travelers complain. Procrastination is more often than not the cause of all the trouble. Certain dealers are notorious for never being ready, while others—and these not the least busy—are equally well known for their exactitude in keeping their appointments.

A traveler of wide experience once stated that if he ever had to buy from travelers he would deal with them something like this: On receipt of the advice-cards he would consider whether circumstances permitted, or render it desirable, for him to see the seller. If there was no prospect of business resulting he would endorse the card with a message to that effect and hand it to his clerk, so that when the traveler called there

would be no occasion for waiting or for a second visit. Thus the seller could pass on at once to the next customer. In the long run this course must be advantageous, for, if "no" has to be said, it is better to say so at first. There is no more utterly provoking man than the one who says "no" by degrees—who at first raises hopes which ultimately are disappointed—who pretends he will examine his stock when he has decided not to buy beforehand.

With respect to the advices of those travelers he wished to see, he would retain them as memoranda that the account may be prepared and the cheque drawn. This done, he would examine the stock and note particulars of the goods wanted, together with inquiries concerning articles he contemplated adding to his variety. Thus, when the traveler called, every issue likely to present itself would have been considered beforehand, and it would be easy to say "yes" or "no" without delay. "Travelers," said he, "who did not advise their visit I should make it a rule not to see." These are suggestions which, in substance, are based upon the practice of some of the best and largest buyers in the kingdom—men who could not accomplish the amount of work they have to do unless some definite plan were followed. If such as these find prompt and business-like measures indispensable, surely those with smaller shops would gain by following their example. If procrastination and indecision are the faults which contribute most to the lamentable waste of travelers' time, then the cure is the cultivation of the opposite qualities of promptness and decision. The buyer who acquires these confers a real benefit on those with whom he deals, and gains most considerably himself.—Ironmonger.

STRENGTH OF WELDS.

Some experiments made at the engineering laboratory of the University of Michigan to determine the strength of welded joints are especially interesting. Of a number of the specimens tested not one, according to an exchange, broke in the weld; as some of these were slightly larger at the weld, a new set of specimens was prepared and a cut taken from each in the lathe to reduce the piece to a uniform diameter throughout its length between the jaws of the testing machine. Common round iron was used. Three bars were taken at random, 1 $\frac{1}{4}$ inch, 1 inch and $\frac{3}{4}$ inch in diameter. From each bar four specimens were prepared, one solid, one lap-welded, one butt-welded, and one split-welded. The results show that only two specimens, both lap-welded, broke at or near the weld; the fracture in one case was slightly crystalline and in the other fibrous. The strength in no case departed widely from the strength of the solid parts. It would seem from these tests that with skilfully made welds we may expect to realize nearly the full strength of the original bar.

DECLINING PIG IRON PRODUCTION.

In its monthly review of the pig iron production The Iron Age says: "There has been a further sharp decline in the production of pig iron during the month of September and we are now making less metal than we have been doing for a very long time. There has been a moderate decline in stocks, but these do not include the supply which has accumulated for some time in the yards of furnace plants connected with the large steel works in the country. This makes it an open question whether the cupola, the converter and the open hearth furnaces are really taking care of the current make.

"The weekly capacity of all the furnaces on October 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
October 1, 1896	130	112,782
September 1	145	130,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1	200	187,451
March 1	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	■	62,517
May 1	127	110,210
April 1	144	126,734

"As comparison with previous months, the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w'k.	Number in blast.	Capacity per w'k.
October 1, 1896	105	105,520	24	6,562
September 1	124	123,271	21	6,220
August 1	150	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1	175	176,749	19	5,471
May 1	180	184,634	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,171
February 1	194	192,375	21	5,085
January 1	218	202,257	23	5,224
December 1, 1895	219	211,565	23	5,232
November 1	215	212,127	24	5,179
October 1	209	196,816	23	4,598
September 1	194	189,653	21	4,376

"The position of stocks sold and unsold, as reported to us October 1, was as follows, the same furnaces being represented as in former months:

Stocks.	June 1.	July 1.	Sept. 1.	Oct. 1.
Anthracite	639,050	684,497	807,042	775,195
Coke and charcoal	130,482	131,875	156,113	153,008
Totals	769,532	816,272	964,055	928,203

"These stocks do not include the accumulations at the works of the large steel companies, which are believed to have increased considerably during recent months."

H. S. HOWLAND, SONS & CO.

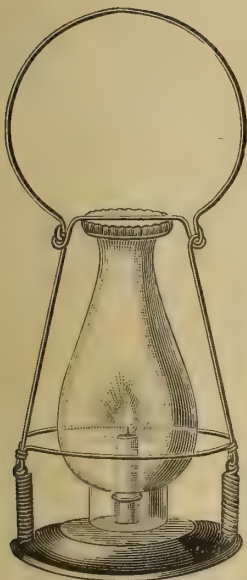
WHOLESALE HARDWARE
MERCHANTS

... TORONTO

LANTERNS

The Best Burning and Finest Finished

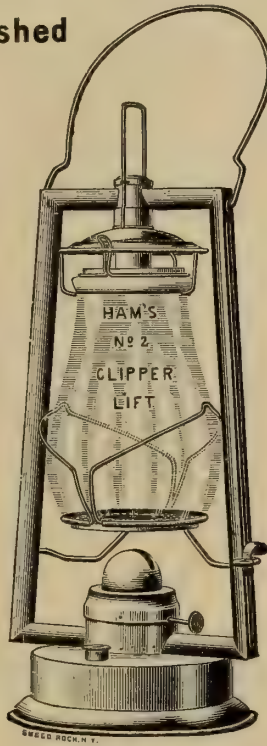
Tubular Goods in the Market



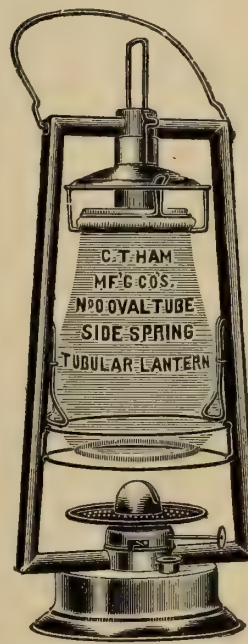
SAFETY CANDLE



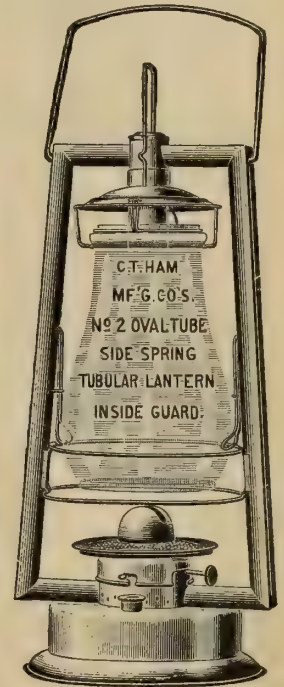
HANDY



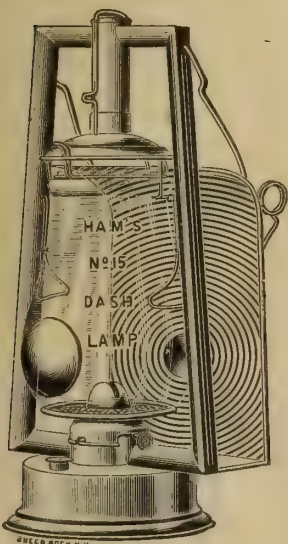
CLIPPER LIFT



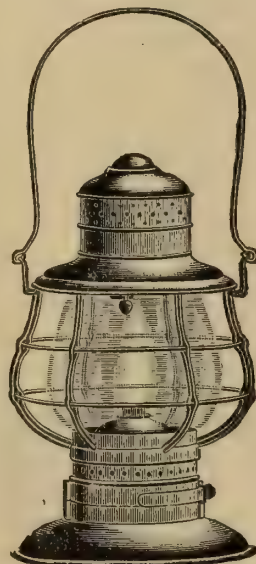
NO. 0 SIDE SPRING
15-8 WICK



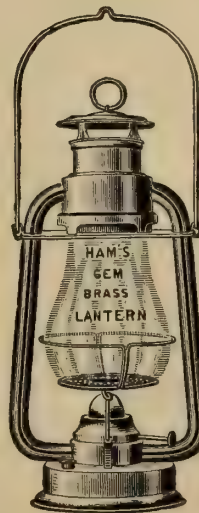
NO. 2 SIDE SPRING
1-IN. WICK



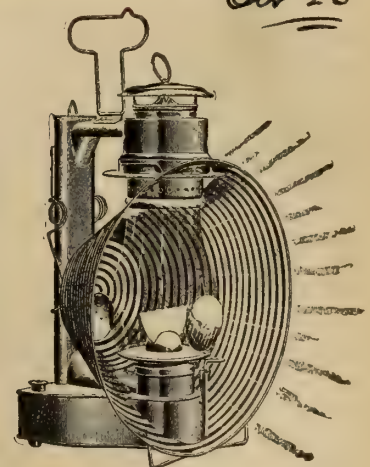
NO. 15 DASH



RAILROAD 39
LARD OIL BURNER
COAL OIL BURNER
COAL OIL, 1-IN. WICK



GEM BRASS
GEM NICKEL



SEARCH LIGHT

all RETURNED

Oct 22

Our Prices Are Right

GRAHAM Cut and Wire Nails are the Best.

Orders Filled Promptly

H. S. HOWLAND, SONS & CO.

TORONTO

MANUFACTURE OF WROUGHT IRON.

THE following is from an interesting paper read by Mr. James Kerr, before the West of Scotland Iron and Steel Institute. The writer was a puddler for eight years and has been connected with wrought iron manufacture for many years. He takes the view that, contrary to the generally expressed opinion, there has been a change for the better in puddling mill practice, and a lightening of the puddler's labor. At the outset he gives some details of the practice of 25 and 30 years ago :

The regular charge was 4 cwt. 1 qr. 20 lb., or 4 cwt. short weight, and the output per shift of six heats was about 22 cwt. to 24 cwt., according to the quality of pig iron used. The consumption of fuel averaged about the same as the charge. Besides having to puddle his six heats, the puddler in those days has to break up 10 cwt. or 12 cwt. of "bull-dog" for fettling, besides two to three cwt. of "blue billy," and also wheel in any light iron he may require. Altogether it was usual to work 13 to 14 hours for six heats, and for a produce of 22 cwt. to 24 cwt. I might also mention that the common practice was to drag the puddled balls along the plates to the hammer, the fore-hand or under-hand swinging it on to the anvil, when it got one blow and was then turned up and got a second blow. It may be a surprise to most of you when I say it was a very common practice to compel the men to get six heats per shift before stopping, so that it was no uncommon thing towards the end of the week for the day shift puddler to commence work at 12 o'clock noon instead of 6 a. m., and on the Saturday finish at or near Sunday morning.

Puddling as carried on to-day is different. The furnace itself is not much altered—only a little larger ; but the grate is entirely closed up, and dross (mostly washed) is used with forced blast either by steam jet or blower, the single furnace being used for steam raising by attaching a double flued Lancashire boiler. A cheaper and better fuel is thus used, and much less of it. The result of this is that puddlers now charge $5\frac{1}{4}$ cwt. to $5\frac{1}{2}$ cwt. short weight, and work six heats easily in 12 hours. They do not now require to break "bull-dog," because it is not used. In its place superior fettlings are used—ball furnace tap, pottery mine, hematite ore, cinder tap reduced in a special furnace from scale, purple ore, etc. These being all much higher in iron, a less quantity is required, and the puddler gets them all delivered to him at the furnace. He does not now require to leave his furnace to go to the hammer and place the puddled ball on the anvil ; by arrangement with the shingler the latter now does this. Puddling is considered by some a very laborious job, but it

need not be so. Any intelligent man by the exercise of reason can lighten it considerably. Speaking from my own observation during the last twenty-five years, although iron manufacturers have been blamed for making no effort to improve either the process or the economy in working, I may say that during those years the produce of the puddling furnace has been increased by about 30 per cent. for less working time, for a less amount of labor and expenditure of fuel, and also at a much less waste of iron by oxidation.

I will now explain the preparation of the furnace and the puddling of a heat of iron, using the terms employed by the puddler. To begin with, the furnace bottom is first prepared by oxidizing light iron, the oxide acting as a protection to the bottom plates. Fettling, of the kinds I have already mentioned, is then placed around the sides, and the whole forms a hollow cavity not unlike a basin. From 56 to 84 lb. of hammer slag or roll scale is then thrown in, and the pig (generally a special mixture which from experiments has been found to give good results) is thrown round the bottom. The average analysis of a heat of pig iron may be taken as :

Carbon, combined and free	3.98
Silicon	2.13
Phosphorus	1.40
Sulphur .....	.68
Iron by difference)	92.41
	100.00

The pig iron is, of course, in half pigs, and it is at the melting stage that the puddler, by paying attention, can save himself a great deal of extra work and much loss to the manufacturer. If he is not careful to see that his iron is melted uniformly, but allows some of it to be exposed unduly to the fire, it drops at once onto the bottom, and melts the oxide off the plates. Supposing the heat is now uniformly melted, the hammer or roll scale floats on the top, and prevents it from being burned. The puddler is understood to have been working the iron from the time the pigs first commenced to melt, and he gradually increases the agitation as the iron becomes liquid.

It is now at a sufficiently high temperature, but he still continues the agitation, and when he thinks the iron is sufficiently heated he puts on a small fire, with the object of dampening the furnace, and puts down the damper, thus lowering the temperature. Still he agitates till the metal becomes pasty with the lowering of the temperature, and when sufficiently thick the damper is raised, and the temperature again increased. At this stage the iron mixes with the cinder, and it is now on the boil, and appears for the first time in a semi-malleable form and in granular parts.

It is now boiling rapidly, and some impurities in the form of cinder flow over the

fore plate of the furnace, owing to the increased bulk. It is now that the puddler requires to keep up the agitation, to prevent it from sticking to the bottom and sides of the furnace. As it increases in temperature the cinder becomes thinner, the iron ceases to boil, and settles down, or, as the puddler says, "drops," and is then in a soft, spongy mass, and requires to be well and uniformly turned over and exposed to keep it at a regular heat all through. It is in this state that loss by oxidation may take place, through exposure to cold air rushing through the stopper hole.

The puddler now balls it into four or five balls of a little over one cwt. each, and takes them one at a time to the hammer, where any cinder now in it is hammered out, and the balls are finished in square or flat slabs and sent to the forge rolls. They are then rolled into puddled bar. The further manufacture into finished iron is merely mechanical, and I do not propose to deal further with it, as every manager has his own method of piling, etc., to produce marketable bars, but will deal shortly with quality. Twelve or 13 years ago, any one who ventured to express an opinion that malleable iron was not doomed to be totally superseded by steel, would have been laughed at. Experience has proved, however, that while iron has been superseded to a great extent for shipbuilding and other large structural work, it is still in demand for general blacksmith work, horse shoes, chain and cable iron, tubes, hoops, etc. Although steel has developed locally to an enormous extent, still, in this district, at the present moment, there is a greater output of malleable iron than there ever was.

Now that we know the worst in connection with steel as regards its effect on the consumption of malleable iron, I think malleable iron works managers, by applying themselves to the subject, might raise the quality of iron and actually re-take some of the orders which are now taken in steel. I have an opinion, for instance, that an iron retaining all the good points of malleable iron and more nearly approaching steel in strength, elasticity and homogeneity, would

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

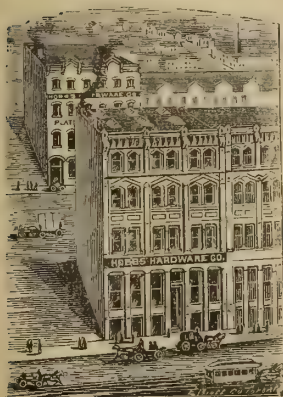
find a ready market. I think I am correct in assuming that a breaking strength of about 23 tons is considered as high as iron can go and still retain its good points, although I am aware that iron for a special local contract has been specified by the engineer and has been supplied at 24 tons tensile strength. I have been experimenting myself in this direction, and I propose to submit a sample of puddled bar iron. The pig iron used was Cleveland, and the lowest quality that is used, I think, in this district in the manufacture of malleable iron, and it was puddled under my own supervision and in the type of furnace and in the mode I have described. The puddled balls, after being hammered, were rolled into 3-inch puddled bars, and I have here a common break test, and I have also a test made by reducing a sample to $\frac{3}{8}$ -in. diameter and testing it in an ordinary testing machine, which anyone interested can see. The breaking strain at the moment of fracture was 27.7 tons. I am not quite prepared to say how this result was obtained, but I leave the hint with works managers. So far, this is the best result that I have got from malleable iron, but it has not yet been fairly tried to ascertain what prospect it has of commercial success. I have great hopes of it.

Get wisdom if you would get business.

SCREW GAUGES.

A COMMITTEE of the British Association, consisting of W. H. Preece, Conrad W. Cooke, Lord Kelvin, Sir F. J. Bramwell, Sir H. Trueman Wood, Major-General Webber, R. E. Crompton, A. Stroh, A. Le Neve Foster, C. J. Hewitt, G. K. B. Elphinstone, T. Buckney, Colonel Watkin, E. Rigg and W. A. Price have reported on the best means of giving effect to the introduction of the screw gauge proposed by the association in 1884. The opinions formed by the committee, after full and exhaustive discussions, for furthering the objects to be attained, may be summarized as follows: (a) This committee recommend the construction and housing of the comb form of gauges of templates of the B A screw thread, by comparison with which master gauges or templates may be exactly and conveniently verified. (b) That, as no exact system of testing female threads has yet been devised, the committee restrict themselves to recommending means for keeping male threads to gauge, and this they consider will be sufficient for the purpose of securing practical uniformity in female screws. (c) Male threads can best be measured by the comb, combined with suitably arranged tests to give the correct diameters. (d) That for purposes of verification

or standardization, the gauges to be deposited for reference should consist of a complete set of these comb pieces, and a complete corresponding set of male screws, so that new combs can be compared with those deposited, or male screws can be compared with the standard combs with great accuracy by the photographic or the microscopic method, and that these two methods may be conveniently used to check and corroborate each other. (e) That in order to obtain interchangeability of these male screws for practical workshop use it is sufficient that they should satisfy the following tests: 1, There should be no appreciable difference in the fit of the screw with a standard comb having not less than 12 teeth; 2, the diameter of the core must not exceed that laid down by the B.A. specification; 3, the diameter of the screw measured over the thread must not exceed that laid down by the B.A. specification; 4, the diameter of the screw measured over the thread must not fall short of that laid down by the B.A. specification by more than a certain amount, which amount depends on the class of work and purposes to which the screw is to be applied. The amount referred to in 4 must be settled by the persons in control of the work for which the screws are to be used. (f) They recommend for general use in the workshop the half nut gauge, combined with inside and outside diameter gauges.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

Established 1860.

Incorporated 1895.

Blue Flame Oil Heaters

NO SMOKE

NO SMELL

You can stay in the same room with the Blue Flame Heater without requiring to open the windows and doors to let the smoke and smell out.

Send for Sample.

The Thos. Davidson Mfg. Co.

Limited.

. . MONTREAL . .



DAMASCUS GUN BARRELS.

THE making of barrels for sporting guns in the valley of the Vesdre, in the province of Liege, Belgium, is an interesting mechanical operation, says Iron Age. These barrels are called "damascus" because the damascene appearance of the metal resembles that of the celebrated Damascus sword blades, famous for their fine quality. The damascus gun barrels herein described are made entirely by hand. The United States consul at Liege has described this manufacture in one of his reports, from which we make the following abstract:

The steel is imported from Westphalia; the iron is manufactured at Couvin. The factories receive their motive power from the river Vesdre. Some years ago forges and workshops were entirely engaged in making iron barrels, and there were but few barrel makers who produced tubes or barrels known as twist barrels, called by the French "canon tordu," or "tors," from "tordre," to twist or contort. The ingot for the production of the curled damascus, which is the favorite design for fine guns, is composed of about thirty sheets of iron and steel, each having the thickness of 4 mm. and a breadth of 120 mm., which form a square mass about 50 cm. long, and are enveloped in a box of common thin sheet iron or by

small wires at each end. The package thus prepared is put into a furnace and welded together at the lowest possible temperature. Too great a heat destroys the metal and yields a burned damascus, showing a small, if any, design. Each barrel receives 150 welding heats while being forged. If one of these welding heats is unsuccessful the barrel may be a failure, either by the alteration of the damascene appearance or by a trace of the smallest imperfection in welding. Swedish iron is not used in forming curled damascus—only refined iron of Belgium, which gives a greater contrasting hue to the steel, and can be welded at a lower heat. After the ingot is welded, it is rolled into small square rods of 7 to 9 mm., according to the design of the damascus desired.

The rods are then drawn into ribbons by the smiths. The manipulation of these ribbons at high temperature is such that in a length of 1 m. 200 twists are shown. Coke iron will not answer for this fine work, for which charcoal iron is used exclusively, though an inferior quality of damascus can be made from coke iron. The twisting increases in pitch toward the thinner part of the barrel, which is first formed by winding the ribbons on a mandrel and welding the coils together at the edges. The barrels are then bored

out, straightened, ground to the proper thickness, and polished. The joining of the barrels for doubled-barreled guns is a process requiring much care, as the value of the gun largely depends upon the accuracy with which this part of the process is executed. Each barrel is proved by a shooting test at the manufactory, before it is placed on sale. It is said that the annual production of these barrels is 300,000, and that they are chiefly exported to England and the United States.

THE MAYOR ASTONISHED.

Mayor Fleming and the Board of Control of the Toronto City Council paid a visit one day this week to the sample room of the James Robertson Co.'s plumbing department. The visitors expressed great astonishment at the unique display which they saw. They stated that they had not the remotest idea that such a sample room was in existence in Canada, and one of them remarked: "Well, this must be a useful thing for contractors, architects and others who have need of such appliances as are here shown."

Mr. J. Kloepper has gone on the road for the C. Kloepper wholesale carriage goods establishment. He left this morning for the west.—Herald, Guelph.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads, Plumbago and Crucibles.

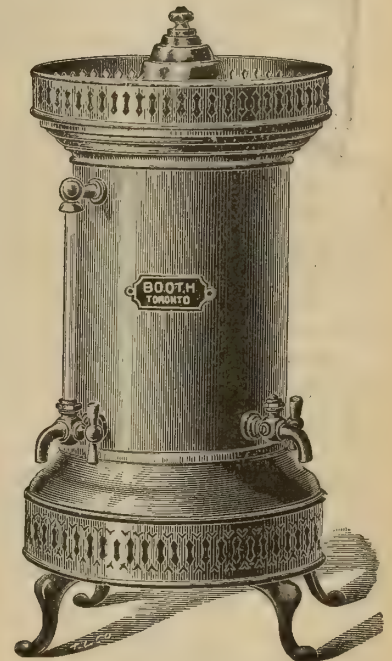
Hot Water Urns...



No. 1. Nickel Plated.

*THESE GOODS
ARE MADE OF
STRONG COPPER
AND ARE
HEAVILY NICKEL
PLATED.*

MANUFACTURED BY



No. 2. Nickel Plated.

The Booth Copper Co., Ltd. - Toronto, Ont.

Dampers

American, 6-in. and 7-in.
Excelsior, 7-in.
Perfect, 6-in.

Pokers

Buck Eye, N.P.
Alaska, Bent and Straight.

Lifters

Buck Eye, Bronzed and N.P.
Alaska, N.P.
Devore's, N.P.

Fire Shovels

Duplex No. 9.
70, 55, 57.
60, 65, 97.

Damper Attachments

Moore's.

SPECIAL VALUE

Jap. Shovels and Tongs in Sets, also Kitchen Sets

WRITE FOR QUOTATIONS

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

SORTED OUT SOLES FOR MENDING.

TILL fifteen years ago, American cobblers bought whole sides of sole-leather, or parts of sides, and cut off half-soles and top-pieces as their mending-jobs required, as you do. Now they buy their soles, half-soles, and top-pieces ready cut and sorted, and gain by it.

Cutting and sorting soles, half-soles and top-pieces is a business by itself. The cutter and sorter buys in very large quantities; takes his choice of the output of hundreds of tanneries; buys with advantage; cuts by machinery; cuts the shapes required with the least possible waste, to the greatest possible advantage, and at the least possible cost; assorts his product, first by quality, second by thickness; stamps it, and ties it in packages of a dozen pairs.

The cobbler buys whatever he wants by the dozen pairs. If his work requires the best; he buys the best; if he does coarse work, he buys coarse leather; if his work is between the two, he buys accordingly.

His advantages are:

1. He gets what he wants as to quality, thickness and quantity.
2. Gets it in nearly or quite the sizes and shapes he wants, with no waste, and the least possible work to be done on it.
3. With a little experience, he finds out what grades to buy for his work and what to expect of his leather.
4. Whatever his job may be, he selects his leather for it, and does it with confidence, knowing the cost of his stock, and how it is going to wear.
5. His work becomes of uniform quality, and his customers cease to complain.
6. He pays less for his leather, because he has none left over; and he has none left over, because he does not buy what he has no use for.

In the sorting, the whole side is cut into soles and top-pieces; except the belly, shank, head and tail, which is sold for what they will fetch for other uses.

The best leather is near the back, and the poorest is towards the head and belly; but one animal yields a better hide than another, and one tannery makes a better leather than another. This makes strict inspection of every sole a necessity.

The American sole cutters buy the best leather, reject the worst parts of a side, cut the rest into such stock as each part is most suitable for; then skillful inspectors sort the whole output into eight qualities and from six to thirteen thicknesses in each quality.

These inspectors, inspecting sole-leather all the time, year after year, acquire such skill that their work is surprisingly accurate. No mere worker in leather can ever become

so expert a judge of leather as such an inspector. That is, no matter how good a judge of leather you are, his skill excels yours; and the grading for quality is accurate far beyond your possible appreciation. But you can see for yourself how true the grading for thickness is, by measuring packages.

The soles are sorted to eight qualities: firsts, seconds, thirds, fourths, fifths, sixths (middle soles), slightly branded and branded.

The thickness is measured by dozen pairs. A dozen-pair package, wired, is from 3½ to 7 inches high: 3½, 3¾, 4, 4¼, 4½, 4¾, 5, 5¼, 5½, 5¾, 6, 6¼, 6½, 6¾ and 7.

The difference in the thicknesses of two adjoining grades is only about a hundredth of an inch on one sole.

A package contains a dozen pairs, all sizes, one quality, one thickness.

Prices are made by the dozen pairs; that is, by the package. The better the leather, the higher the price; the poorer the leather, the lower the price. To this extent price is according to quality.

The thicker the leather, the higher the price, the thinner the leather, the lower the price. To this extent the price is according to weight.

The average price is about the same as you pay for whole sides or strips, if you make due allowance for waste, such as scraps and heads, bellies, shanks, etc. The sole cutter bears all waste; you have no waste at all in buying sorted cut soles.

The difference between the old way and the new may be seen from the following contrasts:

The cutting and sorting of 1,000 sides of the best leather yields about 40,000 pairs of half-soles of all grades, in this proportion:

Firsts	10,000 pairs.
Seconds	7,000 "
Thirds	8,000 "
Fourths	9,000 "
Fifths	2,000 "
Sixths	1,000 "
Slightly branded	2,000 "
Branded	1,000 "

about 40 per cent. of the weight (belly, head, shank, etc.), which is not cut, but sold for what it will fetch for other uses; and 10 per cent. of scraps, which is sold for little money.

About half is saved for stock, and half lost as offal and waste.

So, if you should cut one side into half-soles, and sort them as we sort ours, you would get the same proportion, thus:

Firsts	10 pairs
Seconds	7 "
Thirds	8 "
Fourths	9 "
Fifths	2 "
Sixths	1 "
Slightly branded	2 "
Branded	1 "

about forty per cent of the weight of the side in belly, head, shank, etc., which you may

or may not have use for; and ten per cent or more of scraps—half stock and half waste. These grades of leather are in it, whether you distinguish them or not.

American sole cutters cut and sort thousands of sides systematically and accurately—make a business of it. Good leather is good, with them; middling is middling; coarse is coarse; and poor is poor.

You consider your fifty per cent of stock as all good leather; but, when you come to use it, you pick out half-soles and top-pieces to suit the particular job you happen to have in hand, as well as you can, from what is left of your one side.

You and they, both, are doing the same thing. They do it as well as they can within the limits of the judgment and faithfulness of trained and organized men; you do it as well as you can, having only one diminishing side of sole leather to cut from, and having to use it all but the waste.

The man who uses sorted cut soles has leather to suit his work. But you, who buy whole sides, must use all grades, from the best to the worst. You have your choice of leather to this extent: you can give your best to whom you choose, your middling to whom you choose, your coarse to whom you choose, and your worst to whom you choose; but you cannot give all your customers suitable leather, because you haven't enough to go round, and you have unsuitable leather that you must use.

And American sole cutters have advantage enough to enable them to serve you better than you can serve yourself, and to make a profit.

Try a few dozen of such grades as you think adapted to your work. When you have wet a few half-soles of each grade, you will see how they run. You will then be able to choose your leather intelligently; that is, you will know by the grade beforehand exactly how it is going to wear.

CREDIT AND CASH.

The department store has succeeded in part through the advantages of the cash system. Purchases upon an enormous scale have been made possible through a ready command of money. Goods have been sold at manufacturers' prices by the department store, but not without profit, since the merchant has received the usual trade discounts for cash. In this way the department store has been able to maintain its reputation for "bargains," and unless the ordinary merchant can place a greater part of his business on the cash basis, this reputation must increase rather than diminish. It is idle to attempt to persuade people not to trade with these stores upon the grounds of public policy, for, unfortunately, where monetary interests are concerned, such arguments carry little weight.—Commercial Journal, Chicago.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star. Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

A GOOD STOVE-DISPLAYING IDEA.

A DOWN-TOWN St. Louis stove dealer, who is somewhat restricted in the matter of displaying his goods for the benefit of passers-by, by reason of being located in a basement, has adopted a plan, according to Stoves and Hardware Reporter, of that city, which is worthy of being copied by those who are not so hampered. He has a large, handsomely nickeled base burner on the sidewalk, but it is not left unprotected to gather dust and thus lessen its attractiveness. It is placed in a vertical glass show case, made especially for it, and which cost about \$15. The stove is well blacked and polished, the mica illumination is replaced with red celluloid, and it looks decidedly attractive in its glass prison. Such a display by any merchant would emphasize by virtue of its prominence that in the show window, and would undoubtedly abundantly repay the expense incurred.

There is something about a large quantity of the same kind of goods, shown in a window, that appeals strongly to the average citizen. If he notices a solid window of granite ware, or hammers, or rat and mouse raps, he feels more inclined to buy than if a single article with a low price on it is shown. This may be due in part to the way the department stores have of ad-

vertising clearance sales through their windows. Whether this be true or not, whether the quantity of goods shown seem to bespeak large stocks which it is desired to dispose of at a sacrifice, or whether the work is done by the potent impression produced on the mind of the public, it is a fact that displays of this kind have the desired effect, as any one who has ever tried them knows. When it is desired to make a run on a certain line of goods, it pays to put the stock in the window and sell them from it.

OXIDISING AND BLACKING BRIGHT STEELWORK.

THE following directions for oxidising and blacking the bright work of steel in lieu of paint, to stand heat and wear well, is taken from a recent issue of The English Mechanic: Take three ounces of glacial acetic acid, mix it with its weight of water; to this add half an ounce of powdered nut galls, and let stand for a day or two, shaking it up occasionally; then let settle, then pour off the clear, then put a pint of water to the residue. When cold and settled, pour off the clear and mix with the first. Now to this add a grain of nitrate of silver, or sulphate of copper, or nitrate of copper. Dissolve whichever you use in a little hot water before mixing with the other liquid. Silver is the best process. Clean

all oil off and rust or scabs, etc. Clean all up with bright pomice-stone powder. Don't use emery paper in any form, but the above with a piece of wood. Then clean all off; dry with air-slacked lime. Now go over it with the liquid with some cotton wool. If you have saved your powdered galls, take a little of that upon your wool, and you will find that a great acquisition in the first application. Let stand until dry, then give it another coat. When dry, scratch brush it, and give it another coat, etc. When you have got it to your liking give it some linseed oil and camphor. All bright iron parts can be made like ebony polished, and with the gun-metal mounting you will have a picture in black and gold. Cylinder covers, etc., can be done the same; but you must wash with hot water before oiling it. It will stand any amount of heat, the hammer and friction in wiping; you have no blistering, and you will have some difficulty in eradicating it. Bicycles, repairs, handlebars, etc., can be treated the same way to advantage, well washed with hot water; when dry give them a coat of good copal carriage varnish.

Mr. Brashear, of the Wrought Iron Range Co., has sued the town of Woodstock, N.B., for false imprisonment and for refusing him a license to do business there.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR . . .

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 16, 1896.
HARDWARE.

THERE has been a fair degree of activity displayed in hardware, but it has been mostly restricted to shelf goods such as cutlery, sporting goods and shot, but rather more enquiry is noted also for wire nails, cut nails, horse nails, horse-shoes and carriage bolts and rivets. Cordage is rather unsettled as to value, and the same can be said of building paper. Cement has met with an active demand, and there has been little to note in other lines.

PLAIN WIRE—There is no change in this line, demand for hay-baling and some fencing wire being noticeable. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—Continues quiet. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Business is fair in wire nails this week. Discounts, 70, 10 and 5 f.o.b. in Quebec, 70 and 12½ in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12½ in Maritime Provinces and British Columbia, and 67½ and 5 in Manitoba and the Territories.

CUT NAILS—There have been some orders for these during the week. We quote \$2.75 f. o. b. Montreal.

HORSE NAILS—A good demand has been experienced for these. Discount, 50 per cent.

HORSESHOES—There has been more enquiry for these and prices are steady. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, f.o.b. Montreal, as to brand.

TACKS—The enquiry for tacks has been rather larger than it was.

SCREWS—Business has continued fairly good. Discounts now are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—There is a fair demand with the discount 12½ per cent.

CARRIAGE BOLTS—A fair trade is passing at 60 per cent. discount.

IRON RIVETS—Demand is fair at the following: Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—In fair demand and steady at 50 per cent.

ROPE—The cordage market is steady and unchanged under a moderate enquiry. Our inside figures represent prices for round lots and the outside for ordinary jobbing quantities as follows: Sisal, 6¼ to 6¾c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

SLEIGH BELLS—There is a fair demand for sleigh bells.

CHAIN—Cow ties are still asked for freely.

CUTLERY—A good active trade is doing in table and pocket cutlery, which would be larger were the generality of stocks better sorted.

SPORTING GOODS—Demand for guns, rifles and ammunition continues brisk.

SHOT—Quite an active movement is noted in shot at 6 to 6½c., with 17½ per cent. off.

APPLE PARERS—Small straggling orders are still received for these.

PLUMBERS' SUPPLIES—Without new feature, demand continuing fair.

CHURNS—There is a fair enquiry for these at 70 per cent. off the list.

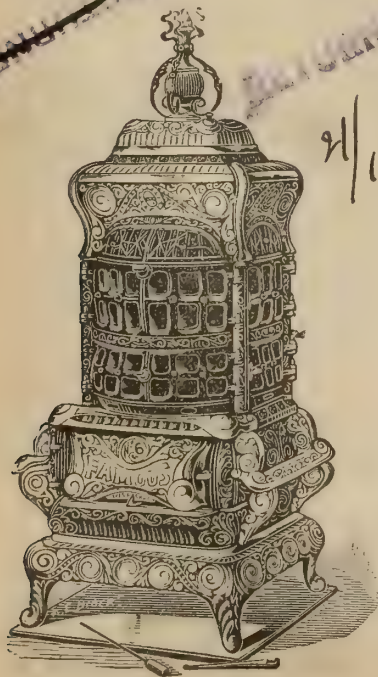
CLOTHES WRINGERS—Prices rule at \$26.50 under a moderate demand.

TOOLS—A fair demand is noted for assortments of these.

AXES—Continue in fair enquiry. We quote: Ordinary, \$7; buck, \$5.75, and small steel, \$5.50.

TINWARE—Stove furnishings, such as coal hods, stove boards, etc., contribute the great bulk of a fairly active trade.

IRON WARE—Enamelled and granite ware is asked for in a fair way.



FAMOUS BASEBURNER

The handsomest and best working stove of this class in America. Construction of flues gives it a greater heating capacity than any other.

Entire base radiates heat.

Immense radiating surface secures economy in fuel.

Made in two sizes with and without oven. Oven is made with the flues same as in cooking stove.

Double heater attachments. A triumph of art and utility.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. Clothes Lines and Semaphore Semaphores . . . Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

A GOOD HORSE NAIL

should combine the following qualifications: It should be made from the best material, which the experience of the best makers has shown to be Swedish charcoal iron nail rods; it should have the patterns and proportions such as will give strength where it is needed, and of such a shape as will enable it to be driven easily and correctly. All these features are to be found in the "C" brand horse nail. It is without a peer. If you want the best, order, and insist upon being supplied with, only the "C" brand.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the Best
Shop Windows. The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

BUILDING PAPER—Values here are far from settled, and possibly for even less than round lots the inside figure would be accepted. We quote: Plain building, 30 to 32c.; tarred lining, 40 to 42c.; and do. roofing, \$1.40 to \$1.50.

CEMENT—There is active demand for cement, both English and Belgian moving in round lots. We quote: \$1.90 to \$2.05 for English, and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—In good demand and steady at \$16 to \$21 per 1,000.

METALS

The heavy iron and metal market exhibits but slight change and orders are still strictly governed by actual wants, though the advance of the season has forced some increase in the volume of orders.

PIG IRON—Some demand has been experienced for both Hamilton and Nova Scotia brands at quotations. Foreign iron has, however, been absolutely motionless. We quote Summerlee and equal brands, \$19; Nova Scotia, \$16.50 to \$17, and Hamilton, \$17.50 to \$18.

BAR IRON—Continues quiet, with prices easy in their tendency at \$1.50 to \$1.55. Bulish bar iron is offering at \$2 to \$2.15.

HOOPS AND BANDS—There is some enquiry for these, and domestic brands have changed hands at \$1.75, while British hoops and bands are held at \$2.20 to \$2.30.

SHEET STEEL—Import orders for fair quantities are noted. Values are held firm under generally light stocks, at \$2.60 to \$2.75.

SHEET IRON—There has been a fair jobbing enquiry for sheet iron, and prices are unchanged at \$2.40 to \$2.50.

TINNED IRON—Quiet and unchanged on the basis of \$5.75 up to 24 gauge.

GALVANIZED IRON—There is a fair enquiry for these, and stocks of the more standard gauges are rather scarce in both second and third brands, while supplies do not come forward very promptly. Prices, therefore, are steady at \$4.35 to \$4.50.

LEAD PIPE—There is a fair demand at steady prices: 7 to 7½c., with 30 per cent. off.

PIG LEAD—Some enquiry has been noted for round lots, but the general demand is quiet. We quote values firm at \$3.15 to \$3.75.

PIG TIN—The decline outside has not affected spot prices, which we quote at 15½ to 16c.

INGOT COPPER—There is no change in copper, which we quote at 12 to 13c.

SHEET COPPER—Dull at featureless at 16c.

IRON PIPE—There is some demand for pipe, makers sending out larger quantities

W. G. HARRIS

25-31 William St., Toronto

Pays the best prices for

SCRAP

BRASS, COPPER, LEAD, ZINC,
IRON AND OLD LEDGERS

Have you any? Yes or no.

TELEPHONE 1729

H. BOKER & CO.'S

IMPROVED



CUTLERY

Razors,

Pen-Knives, Etc.

For sale by

Wood, Vallance & Co.

Hamilton.

Perfecto

As a varnish for hardware dealers fills the bill exactly. You can hand it out with entire confidence to your most particular customer. It'll please him every time. It works easy, dries right, looks well and wears well.

We guarantee every gallon of it to do this. We will refund your money immediately if it ever fails.

Mfrs. for Canada. . . .

The Cottingham Varnish Co.

LIMITED

Montreal.

this week. Discounts are: $\frac{3}{8}$ to $\frac{1}{2}$ inch, 65 per cent.; $\frac{3}{4}$ to 1 inch, 70 and 5; $1\frac{1}{2}$ to 2 inch, 70 and 10; and $2\frac{1}{2}$ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—There is a fair demand for Canada plate. The basis is steady at \$2.25.

TIN PLATES—A fair jobbing demand for coke has been experienced this week. We quote: Coke \$2.75, and charcoal \$3.25 to \$3.75.

TERNE PLATES—There is little change in these, prices ruling firm at \$5.75 to \$6.25.

SOLDER—There is a quiet trade passing at $11\frac{1}{2}$ to 13c.

SHEET ZINC—Not much activity, but prices are steady at 5 to $5\frac{1}{4}$ c.

SPELTER—Some demand is experienced but of a very moderate kind. We quote \$4.50 to \$4.75.

ANTIMONY—Unchanged at 10c.

GLASS.

There is a fairly active demand for window glass this week, induced no doubt by the advance in prices noted last week. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

There has been a steady demand for general goods in this branch during the past week. With firmer markets in England white lead is being actively enquired for, and prices are firmly held. The feature of the week has been the advancing rates in linseed oil and turpentine, both of which staples have materially improved in value.

WHITE LEAD—In good demand. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Active, with a firmer feeling. We quote: Pure, 4c. in casks, and $4\frac{1}{4}$ c. in kegs; No. 1, $3\frac{3}{4}$ c. in casks, and 4c. in kegs.

LIQUID PAINTS—Slow.

LINSEED OIL—Has advanced materially in England, and our market has not fully responded yet. Prices, however, are quoted 1c. higher: Raw, 46c.; boiled 49c., net 30 days; 5 and 10 barrels 1c. less.

TURPENTINE—Is much higher in sympathy with southern quotations, and the market here is bare of stock. We quote prices 2c. higher at 44c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—This has advanced, as expected, being quoted 5c. higher at $47\frac{1}{2}$ to 50c.

NAVAL STORES—There is a fair demand for these. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 7 to

8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is a firm feeling in heavy chemicals. Sulphur flour and roll sulphur have advanced 25c. per 100 lbs. We quote: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

Demand active and prices have a firmer tendency. We quote: Canadian, $16\frac{1}{2}$ c. and American 20c., in single barrels, car lots, of course, being had for less money.

HIDES.

The Quebec tanners have been good buyers of hides here this week at the following range: 8, 7 and 6c. from second hands, dealers paying 1c. less than these prices.

ASHES.

Pearls have shown a weaker feeling, declining 10 to 15c. Pots are steady. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

MONTREAL NOTES.

Sulphur flour and roll sulphur have advanced 25c. per 100 lbs.

Spot prices on both linseed oil and turpentine are marked up 1c. this week.

Soda ash is cabled firm also, and prices here are 25c. higher than they were.

Linseed oil has advanced materially in England this week and shows symptoms of going higher.

Arrivals of cement this week are 4,185 English and 5,787 Belgian; also 8,000 Scotch firebricks.

The expected advance in seal oil has materialized, values now being 5c. higher than they were last week.

Sales of 4,100 casks Belgian cement for Government account were made this week at \$1.75 to \$1.80 ex-wharf.

The ss. Durham City with her cargo of cement arrived 24 days late. She carried the bulk of the above. Owing to this delay quite a number of good orders were lost by several dealers.

The season for sifting ashes has opened. Meakins & Co. are introducing a new cinder sifter on the market that is as economical a contrivance as has been offered to the trade. It is called the "Champion;" further particulars can be had on application to the firm's office, St. Paul street, Montreal.

ONTARIO MARKETS.

TORONTO, Oct. 16, 1896.

HARDWARE.

THE volume of business does not appear to be as large as it was a week ago, although on some days a heavy trade has been experienced. No particularly striking features have been in evidence, and

about the only change in prices is a decline of 5 per cent. in the price of lead pipe. Cross-cut saws and axe handles are beginning to move a little better. Sporting goods continue active. Fence wire of all kinds remains in much about the same quiet condition as it has for some time. A gradually increasing demand is to be noted for wire nails, and a fairly good business is reported in horse nails. A few good sales are reported in brass and copper wire. A nice demand is reported for copper rivets. An increased business is to be noted for churns, but clothes wringers are rather quieter than they were. There is a fair demand for spades, shovels, hay knives, snow shovels and grain scoops. The demand for the last named is taxing the capacity of the trade to satisfy. Building paper is moving more freely. Fall specialties of all kinds are in fair demand. Payments have improved a little during the week.

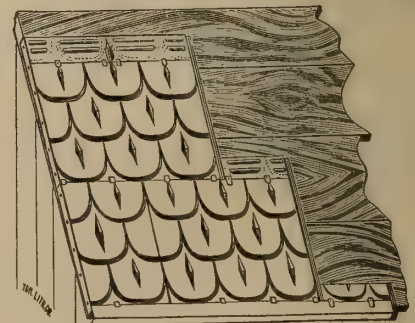
ORDINARY FENCE WIRE—Still very little moving. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

PLAIN WIRE, ETC.—Orders from tinnners throughout the country are small, and the demand for coppered spring is not as good as it was. We quote: Tinnners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal or Hamilton; no freight allowance.

BARB WIRE—No improvement. We quote for Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs; on spools lighter than 75

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

lbs. 10c. extra will be charged Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—The demand is improving, although it is only small quantities that are moving. Discounts are 70 and 12½ Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—Trade is fair for this time of the year, but no large lots are changing hands. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business continues good at unchanged prices. Discount 50 per cent.

HORSESHOES—Trade is fairly satisfactory, with the demand principally for iron shoes. We quote, f. o. b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—The usual demand is being experienced. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—A few good sales are reported, but, in general, trade is not as lively as it was. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is rather quiet. Discount, 60 per cent.

RIVETS AND BURRS—There is a nice demand for copper rivets. 'Tinnings' rivets are moving freely, especially in the smaller sizes. We quote as follows: Stove bolts, 60 and 10; black and tinned tinnings' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

ROPE—Slow. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¼c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—Quite a number of butchers' knives are going out and a nice sorting up trade is reported in pocket knives. A few case carvers have also been sold.

SPORTING GOODS—Trade in guns keeps up surprisingly well, while in loaded shells, jobbers have hardly been able to keep up with the demand.

CHURNS—Trade is increasing a little, orders coming in more freely. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Have been rather

Corrugated Conductor Pipe

Ten feet long without a cross seam.
Made of 26 Gauge Galvanized Steel.
Warranted not to burst when full of
ice. Fits accurately. Saves labor.
Send for price list.

METALLIC ROOFING CO., LTD.

Wholesale Manufacturers
Cor. King and Dufferin Sts. **TORONTO**

quiet during the last ten days. We quote in small quantities at \$26.50.

TOOLS—It is almost impossible to supply the demand for grain scoops, and a fair quantity of spades and shovels are moving. For hay knives the demand is still good. Steel snow shovels are now being rapidly booked for future delivery, and some nice orders are being received for prompt shipment at \$2.60 to \$2.75 per dozen.

AXES—Are beginning to move at from \$5.25 to \$9 according to quality.

BUILDING PAPER—Is moving more freely. We quote: Plain building, 32c. per roll; tarred lining, 42c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—Rope halters are going out rapidly. The same may be said of cow ties. Cinder sifters are being booked for future delivery and quite a few are going out in daily shipments. A few orders are being booked for sleigh bells, but business in this line is rather slow.

TINWARE SPECIALTIES—The demand continues good.

CEMENT—Demand much as before, at \$2.20 to \$2.50.

METALS.

Business is much about the same as a week ago, for while an increased demand is being experienced in some lines, in others the reverse is the case.

PIG IRON—Statistically the market in the United States is improving, and there is a steadier feeling in regard to prices. The production at the beginning of the month was down to 112,000 tons weekly, compared with 217,000 tons Nov. 1, 1895, a decrease of over 48 per cent. Locally we hear of no transactions, but domestic is quoted at \$16.50 per ton, Toronto.

BAR IRON—Dull and unchanged. Base price \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Quiet. Prices unchanged at \$2.25.

SHEET STEEL—Owing to stocks being so low, trade could not be as good as it has

been, but enquiries are coming in more freely. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—The demand is not as good as it was, but some nice shipments have been made during the week. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

TINNED IRON—Still quiet and featureless. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7¾c. per lb.

GALVANIZED IRON—For prompt delivery business is quiet, but orders for import are coming in freely. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE AND TRAPS—The discount on pipe has been increased to 30 and 5 per cent., and the demand is a little better than it has been for some time past. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—There is the usual demand. Discount 60 and 5 per cent.

PIG LEAD—There has been a nice demand for this during the week, although no large sales are reported. We quote 3¼c. for small lots.

INGOT TIN—Trade is only moderate, and the market is weak. We quote small quantities at 16c.

INGOT COPPER—A number of small orders have been received.

SHEATHING COPPER—The demand for bath purposes and for braziers' and roofing

has been good. Ordinary sheathing for tinner's use has also been good. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade continues good. Discounts on Canadian pipe from stock are as follows: $\frac{1}{4}$ -inch, 65 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ -inch, 67½ per cent.; $\frac{3}{4}$ to 1-inch, 70 per cent.; 1¼ to 1½-inch, 70 and 5 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1¼ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—The demand is good, with the enquiry particularly good for American boilers. We quote: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—The all-bright referred to last week has been disposed of, but a further small shipment is expected next week. In the half polished trade is good. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—Orders from the country have been numerous, but they were not for large quantities. We quote: Charcoal, M. L. S., J. R. & Co. or "Famous," 1 C, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, 1 C, \$3.50; 1 X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Enquiries are coming in more freely and a few good-sized orders have been completed. Quotations on coil chain are: $\frac{1}{4}$ in., 4½c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Trade has been considerably better this week. We quote: 1 C, \$6; 1 X, \$8.

SHEET ZINC—Is active at 5c. for cask lots and 5¼c. for small lots.

ZINC SPELTER—Orders are limited.

ANTIMONY—Virtually nothing doing. We quote 9½c. for ordinary quantities.

OLD MATERIAL.

Trade continues quiet and prices unchanged. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 40 to 45c. per cwt; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7¼c. per lb (bottoms), heavy scrap copper, 7½ to 8c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6 to 6½c.

scrap lead, 2c.; zinc, 1½ to 1¾c.; scrap rubber, ¾ to 3½c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

The demand for window glass is active both for "Star" and "Double Diamond" and prices seem to be getting down to a better basis. Trade in plate glass remains good. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.60.

PAINTS AND OILS.

Genial weather has brought about an improved demand for all classes of goods used by the painting fraternity. Collections, too, are better. This is the result of great care in opening new accounts, as the present close margins have a tendency to check indiscriminate credit. Considering the season, general business is fair. Turpentine and linseed oil are both higher again. White lead is in good request for small lots on a basis of \$4.75 per 100 lbs. for pure. Dry white lead and red lead are much firmer in the primary markets, and corrodors are not disposed to shade quotations even for large lots. Liquid paints, as is usual in the fall, are not being sold largely. Enamels are receiving some attention. Varnishes are being pushed, too much so, and the inevitable result is much cutting and little satisfaction.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 46c.; ditto, 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; ditto, 5 to 9 barrels, 48c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 7¾c. per lb. and 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

SEEDS.

The only thing moving so far is alsike, and it is moving with a great deal of freedom at \$4 to \$5 per bushel at outside points. There is an occasional lot of extra choice, for which a little over \$5 has been paid, while for some inferior lots less than \$4 has been paid. An occasional small lot of timothy has changed hands at \$1.20 to \$1.50 per bushel at outside points.

PETROLEUM.

Prices and business are much about the same as a week ago. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb skins 60 to 65c.

WOOL—The market is firm. Dealers are paying 20 to 20½ for fleece. Pulled supers are 20½c., and extras, 21½ to 22c.

MARKET NOTES.

Lead pipe is 5 per cent. cheaper.

H. S. Howland, Sons & Co. are in receipt of another shipment of loaded shells.

There has been a further advance in turpentine and linseed oil, the former 2c. and the latter 1c. per gallon.

A shipment of Butler's cutlery, consisting of pocket knives, "Keen" razors, steels and "Cavendish" carvers has been received by H. S. Howland, Sons & Co.

The Canada Paint Co. are introducing an article which is destined to supersede fire clay. It is called Asbestos Stove Lining, and is said to be indestructible even when exposed to the most intense heat.

The B. Greening Wire Co., Ltd., of Hamilton, are this season manufacturing six sizes instead of four as last year. Their trade has been good this year in this line.

In the eighth line of an article in last week's issue headed "An Export Trade" appeared the word "trouble." The writer of the article wrote the word "tariff," but the compositor made it "trouble," which

entirely spoilt the sense of the sentence in which it appeared.

The B. Greening Wire Co., Ltd., of Hamilton, still have a few sample boards of chain left, and the firm will be pleased to forward one to any dealer who is sufficiently interested to ask for it.

UNITED STATES MARKETS.

NEW YORK, Oct. 16, 1896.

PIG TIN—There was nothing unusual in the day's purchases by consumers or by the out-of-town jobbing trade, and purely local operations were of ordinary type. Still, general report indicated that a very fair amount of tin passed into the channels of consumption and final distribution, although individual transactions suggested no tendency to venture a great deal in the direction of anticipating future wants, despite the comparative lowness of prices. Values were somewhat firmer here in sympathy with slightly better London cables, 5-ton lots selling at 12.65 to 12.67 1/2 in store and 12.70 f.o.b. Bids on 'Change futures were raised slightly also.

COPPER—As far as could be learned, exporters are still very conservative buyers, and appear to have neither larger orders or higher limits on prices than they did a week ago. Still the movement of copper in one form or other to foreign markets continues fairly large and takes up enough of current output to leave producers in a comfortable position. The home trade demand, while not brisk, has improved somewhat, and at present there are very fair purchases of moderate-sized lots for delivery during the balance of the month and in November. Prices remain quite steady at 10 3/4 to 10 7/8 c. for Lake Superior ingot, 10 1/2 to 10 3/4 c. for electrolytic and 10 1/4 to 10 1/2 c. for casting stock, with the top figures exceptional for other than a few brands or carload lots.

PIG LEAD—Operations involving anything in the nature of large lots of this metal are still few and far between, and negotiations at present are confined chiefly to lots of a few carloads for early delivery or prompt shipment. There is little if any pressure to sell, however, and prices are kept quite steady at 2.75 c. for common domestic, prompt shipment, and 2.80 c. for future. London cable quoted £11 5s. for soft Spanish.

SPELTER—There is no change whatever to report. Business in this quarter continues slow, with individual transactions invariably small and advices from the west are very tame. Prices, however, remain quite steady at 3.70 to 3.75 c. for delivery here or at common point. London cable was £16 6s. 3d. for good merchant brands.

ANTIMONY—Dealings are mostly of a jobbing nature, and prices remain without

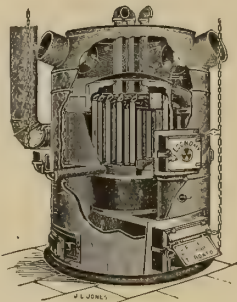
Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**



The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating Engineers

189-193 Queen St. East **TORONTO**



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS . . .

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable

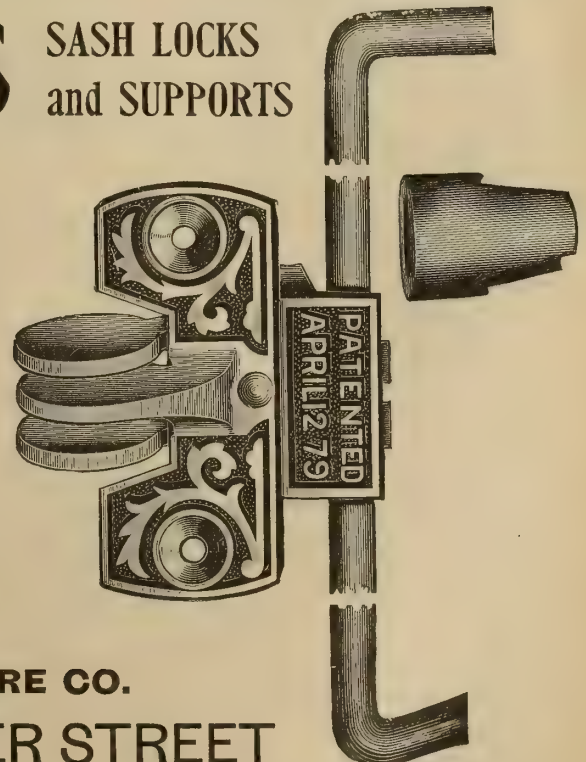


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



important change. Regulus quoted at $7\frac{1}{4}$ to $7\frac{3}{8}$ c. for Cookson's, $6\frac{3}{8}$ to $6\frac{1}{2}$ c. for Hallett's and $6\frac{3}{8}$ c. for Japanese.

TIN PLATE—Spot business is very moderate, mostly of retail character, and at prices in line with those quoted below. American cokes and ternes are selling fairly for future delivery at prices a good fraction below spot quotations, but hardly any orders are being placed for foreign owing to the comparatively high prices asked for the same.

IRON AND STEEL—Pig iron orders in this quarter are running rather small in size, and the volume of business is only fair, since consumers buy only against well defined wants. There is some inquiry suggestive of outside speculative interest, but the prices named as reflecting buyers' ideas are fully under the inside figures named by furnacemen and no business results. Current sales to consumers are at about the line of prices that has ruled for some time past.

Old material is more or less unsettled in price and rather weak, since home consumers not only meet no outside competition, but purchase very indifferently; while holders at various points appear more or less anxious to work off stock before the close of navigation. Anything on the list may easily be purchased at prices in line with our quotations.

In manufactured products trade is of practically the same general character as for some time past, and there is no important movement in prices.

A NEW MICA PLANT.

Numerous reports have, according to Iron Age, been current in the vicinity of Hope Valley, R.I., for several days in relation to the Wyoming mill property. C. McCormick, of New York, the owner, has disposed of the upper mill property. It is to be utilized in the manufacture of mica products. An interview with Charles Howe, the agent, revealed the facts so far as made public. Mr. Howe has managed the micaworks at Shannock, R.I., known as the Shannock Mica Co., for the past two years or more, in which the American Mica Co., of Boston, Mass., are interested. A new company is to be organized in the immediate future, and will probably be known as the Wyoming Mica Co. The American Mica Co. own extensive mica mills in New Hampshire and Canada, and the product in its crude form will be shipped to the factory, ground and prepared for the market. Its principal use is in the manufacture of wall paper, lubricants and insulating material in electrical machines. Schenectady parties, it is said, will occupy a portion of the plant, using the refuse of the mica mill in the manufacture of micanite, which is extensively used for insulation purposes.

THE RETAILER'S CAPITAL.

A YOUNG man anxious to enter the retail hardware business, went, says a writer in Iron Age, for advice to a friend of the family, who was head of a large wholesale house.

"What capital have you?" enquired the business man.

"Ten thousand dollars, sir," replied the young man, adding, after a moment's pause, "Cash."

"That's good; what else?"

"What else?" repeated the young man, surprised. "Isn't that enough? I've been told \$10,000 would buy lots of hardware."

"That is perfectly true," replied the business man. "Your cash capital is all right, but money is not the only kind of capital needed in business. Experience is capital: knowledge of the details is capital; popularity; how and when to buy; how to sell—these and many more are among the items of a retailer's capital."

In these days the fanfare of the politician calls attention to that item of capital designated popularity. To utter some felicitous or taking thing, with no element whatever of vitality in it, may lift one to the top round of a nine-days'-wonder ladder of fame. This sort of popularity is not sought by business men. An extensive acquaintance, fostered on business principles, may be essential to business existence, but of the solicited promises of friends beware. A certain man made a canvass among his friends, taking a straw vote of their promises to trade with him. When he opened his store he invoiced these promises as capital, and in three months was out of business. A merchant who had been in business many years said that very few of his social friends were his business friends.

From a purely business point of view, is there an advantage in being prominent in social or religious circles? Men have made their business successful who were ill at ease in society, belonged to no secret association and were members of no church organization, but so have men with relations directly the reverse. A group of merchants discussing the most popular business man in town, agreed upon one of their number, who was a Mason, a Presbyterian, a good tenor singer and in demand at all social functions. A successful hardwareman enjoyed a really enviable popularity. His judgment of affairs was so sound as to be regarded as infallible. When a farmer had wheat or wool to sell he went to the hardwareman for his advice. If he had trouble with a neighbor about a line fence, instead of going to a lawyer when he came to town on Saturday, he went to the hardwareman and received sound advice along with the plow he bought.

A merchant in business in Litchfield, Conn., in 1774, has left this account of the

kind of popularity that helped his business: "With the approbation of my father I entered into partnership with a merchant of great trade for one in those parts. In that situation I soon had the happiness to discover myself in the confidence and esteem of all my neighbors and the public in general. By dint of unwearied diligence and a close application to trade, I found the number of my friends and customers daily increasing."

Prospectors for gold seem to be giving a good deal of attention to the vicinity of Cow Bay and Cole Harbor, N. S., and some of them with considerable success.

WINDOW GLASS

Stocks are now arriving rapidly and at present are well assorted and it is a good time to buy in order to have perfect satisfaction. Price has advanced during the past week and will take another jump next month, sure. Send us your specification. We shall quote you, or fill order as you wish.

A. RAMSAY & SON
MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD
an
advertisement
in the
**CONTRACT-
RECORD.**
TORONTO
will bring you
tenders from the
best contractors.

A BAD PRACTICE.

THE trade in roofing plates suffers no greater injury than is done it by its own members. The effort to sell a particular brand of terne plate frequently consists more in running down the quality of other brands than in pointing out the particular excellence of the brand it is desired to sell. When an architect or jobber has been visited by six different salesmen, and has heard each of six brands spoken favorably of once, and spoken against five times, he is likely to take the word of the majority and believe that the salesman is right in the five times that he speaks against other brands, and wrong in the case where he extols his own. We do not mean that the policy we have referred to in endeavoring to effect sales is universal, but it is entirely too prevalent for the good of the trade in general, and it is not good even for those individuals who practise it.

Grave doubts have been raised in the minds of many as to whether there really is any good terne plate for roofing purposes, and attention has been directed to copper, aluminum and other materials in the hope that these may ultimately become commercially practicable. We have no hesitation in saying that there are a number of really good brands of roofing plate. In individual cases their performance may have varied, and their outward appearance may give rise

to decided preference, but it remains a fact that terne plate, properly used and taken care of, is a cheap and efficient form of roof covering.

The precautions necessary to obtain a durable roofage do not end with the selection of the terne plate. The plate must be properly applied, well soldered, and no injury be done to the coating in laying. Then the right paint must be used, and the roof must be repainted at sufficiently frequent intervals. There are paints on the market which will do a roof more injury than would the weather if the roof was left unpainted. It is probable that the stories which are sometimes told by salesmen of tin roofs having given out have their basis in improper manipulation or poor paint, and not in the quality of the tin at all. It must not be concluded that a paint that is thoroughly satisfactory in one locality will be in another. Deleterious gases from local manufacturing establishments frequently attack paint which is entirely safe in other localities.—Tin and Terne.

B. J. Smith's store, Sherbrooke, was entered by thieves the other night, and a quantity of guns, revolvers, ammunition and what money was in the till taken. They then went to the store of W. C. Webster where they took more firearms and money. The authorities are after them.

ENGLISH EXPORTS OF RAILS.

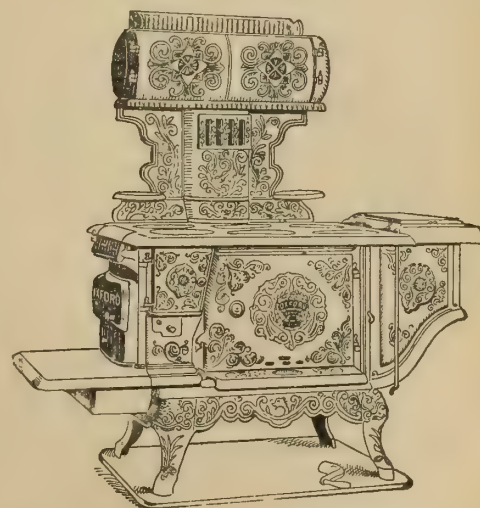
The exports of rails from the United Kingdom in August were 55,538 tons, as compared with 41,689 tons in August, 1895, and 37,340 tons in August, 1894. The deliveries to Egypt, Japan, Mexico, the Argentine Republic, British South Africa, British India, Australasia and Canada all increased in August. The aggregate exports in the first eight months of this year were 411,269 tons, as compared with 249,947 tons in the corresponding period of 1895, and 228,984 in the corresponding period of 1894. Sweden and Norway took 29,103 tons of British rails in the first eight months of this year, as compared with 11,736 tons in the corresponding period of 1895; Egypt, 13,306 tons, as compared with 10,719 tons; China, 13,117 tons, as compared with 131 tons; Japan, 39,727 tons, as compared with 19,190 tons; the United States, 8,439 tons, as compared with 6,636 tons; Mexico, 16,768 tons, as compared with 1,520 tons; Brazil, 21,684 tons, as compared with 19,271 tons; the Argentine Republic, 50,244 tons, as compared with 4,323 tons; British South Africa, 21,680 tons, as compared with 9,937 tons; British India, 181,766 tons, as compared with 88,347 tons; Australasia, 47,232 tons, as compared with 27,273 tons, and British America, 30,498 tons, as compared with 23,196 tons.

TWO HOUSEHOLD FAVORITES

ALL OVER THE COUNTRY.

The DUCHESS of OXFORD

Range is the leading kitchen favorite everywhere. Its handsome appearance, large ventilated oven—arranged for by a patent flue—and all-round mechanical perfection are bound to please your customers.

**The COUNTESS of OXFORD**

is made in different sizes with or without the oven. There couldn't be a finer looking or more powerful heating stove. Fitted with the Duplex Dumping Grate and Rotating Fire Pot.

See our Catalogue for fuller details and Price List.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

GOT TO CLOSE EARLY.

THE Superior Court having ordered, entirely apart from the constitutionality of the law, that the Recorder of Montreal was bound to give his decision on the early closing bylaw, that official did so Tuesday afternoon. The result is a victory for the advocates of early closing, though the Recorder went out of his way to state that the bylaw was unjust and unwise.

As it now stands, the police can, by law, be compelled to close stores until the test case on the constitutionality of the law is decided by the Judicial Committee of the Privy Council, to whom an appeal has been taken.

The Recorder's judgment was as follows :

"In these different cases here is the position in which I find myself : In the case of Mme. Lagarde I was forced to come to the conclusion that the bylaw was constitutional because the Legislature had authorized the Council to pass the law, but on examining the bylaw I found that the scope was not wide enough, and I considered that it intruded on the natural rights of citizens.

"It is true that we can intrude on the rights of an individual in expropriating in the public interest, but this bylaw was not sufficiently in the public interest to warrant this intrusion, so I consequently felt forced to quash it. Afterwards I was disappointed to find that the plaintiff could not appeal, only the defendant having that right.

"As I wished to have the opinion of a judge of the Superior Court, I then interested myself to a certain extent in securing such. If the Superior Court recognized the legality, either directly or indirectly, I would submit myself, as I wished a judgment. I submit not my judgment or reason, as I would never bow to an unjust law. There is not a tribunal in the world which would force me to do so.

"To-day it is again my opinion that the bylaw is unjust, and I have not altered my opinion that it is not framed as it should be. A bylaw could have been framed which would reach all merchants with the exception of druggists, etc., who are absolutely necessary. The groceries were closed, where was sold tea and coffee, while the worst holes in the city were given full swing.

"It is still my opinion that it is unjust, but I must submit to the opinion of the higher court just as the Government did in the matter of the School Question to the Privy Council. The plaintiffs not having the opportunity of appeal, I will render judgment in conformity with that of Judge Charland, that I must apply the law, illegal as it may be. I, therefore, declare the merchants guilty of having contravened the bylaw,

with the exception of Octave Chabot, who proved he was a fruit dealer owing to his sign bearing the words, 'fruit merchant' although he did sell general groceries. The gentlemen of the City Council in their wisdom declared that he could keep open, though at the same time he deals in groceries, as long as he is a 'fruit merchant.' We will now swallow the entire consequences of the foolish bylaw, in spite of the fact that it is not in my opinion legal.

"I am submissive to the decision of the Superior Court. So now may be opened the low fruit stores, oyster dives, etc., as the Council has decided they are more useful than the other. I am obliged to condemn the defendants to one dollar or eight days, with the hope that they will appeal."

Those condemned were : L. W. Moreau, 366 Seigneurs street ; Gaspard Lauriault, 66 Ottawa street ; Stantislav Cardinal, 230 Notre Dame street ; Onesime Pelletier, 218 Craig street ; Wm. Rourke, 224 St. Catherine street ; Richard Walsh, 812 Dorchester street ; Moses Lesser, 625 Craig street ; Joseph Desautels, 270 Craig street ; Mathias Leduc, 40 St. Urbain street ; T. S. Spendlo, 2084 Notre Dame street ; Placide Daoust, 1830 St. Catherine street ; Joseph Bruchesi, 2135 Notre Dame street ; Andrew Ewan, 376 St. Antoine street ; David Sack, 736 St. Catharine street ; G. H. Matthews, 50 St. Alexander street ; Joseph Hagerty, 63 St. Charles Borromee street ; J. S. Guillet, 418 Lagachetiere street ; J. H. Lefebvre, 196 Dorchester street ; Elise Rodier, 173 Dorchester street ; E. Robert, 176 Dorchester street ; H. Belisle, 159 St. Paul street ; L. Lavallee, 63 St. Dominique street ; M. A. Flood, 103 Bleury street ; Joseph Morton, 112 St. Elizabeth street, and J. L. Crevier, 809 St. James street.

PERSONAL MENTION.

Mr. A. A. McMichael, vice-president of the James Robertson Co. Ltd., is this week visiting New York, Philadelphia and other American cities.

Mr. W. H. Evans, local manager for the Canada Paint Co., Toronto, left for St. Catharines on Thursday, to attend the funeral of the late Mr. James Frederick Coy.

Arthur B. Wiswell, of A. M. Bell & Co., Halifax, spent a few days in Montreal at the St. Andrew's Brotherhood convention, and afterwards visited HARDWARE AND METAL and the leading houses in the city.

TRADE CHAT.

PRESTON will vote on October 19 on a loan of \$10,000 for the manufacture of specialties, to employ 35 hands. The company also is to get free water and exemption from taxes.

Chatham has decided to put in an electric fire alarm system.

Fire did \$7,000 damages in the Harvey box factory at Toronto on Sunday.

An Arkona cooper claims to have sold 15,000 barrels in the locality this season.

The City Council of London has adopted plans for the new sewerage system, which will cost about \$200,000.

Both Chesley and Hanover are going into the manufacture of chairs, and a company has been formed in each village.

A rumor has been going the rounds the past week to the effect that the Sarnia oil refinery was shortly to resume operations.

Forkin & Simpson, Sarnia, have received the contract for the brickwork of the new Baptist church in Petrolea, and for the standpipe of the Petrolea waterworks.

The new furniture factory at Aylmer will be run by the D. S. Cluff Co., which is principally composed of Goderich capitalists, among others Messrs. Acheson, Cluff, Armour and Sparling.

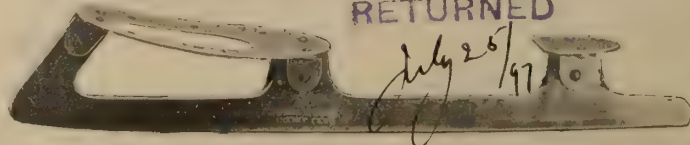
Wrighton & Matthews, hide dealers, Sarnia, have dissolved partnership. The firm now is W. F. Wrighton & Co., the new partner being Alex. Gibson. Mr. Matthews intends going to Colorado.

There is talk of forming a joint-stock company for the purpose of building a skating rink in Georgetown. A number interested are looking into the matter and believe it can be made to pay.

Next Tuesday a locomotive will leave the works, Kingston, for the Lake Manitoba Railroad and Canal Company. It is an ordinary passenger locomotive, and a second one will follow it ten days later.

The Canadian Bridge Co., of Montreal, have engaged a number of local men, and commenced this morning to put up the new Heffernan street bridge. The time required for doing their portion of the work will be about ten days.—Herald, Guelph.

The Guelph rolling mills are at present running full time, although the undecided state of affairs regarding the tariff regula-

HOCKEY SKATES**RETURNED****Polished or Nickel Plated.****Lamplough & McNaughton, Montreal,**

STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895

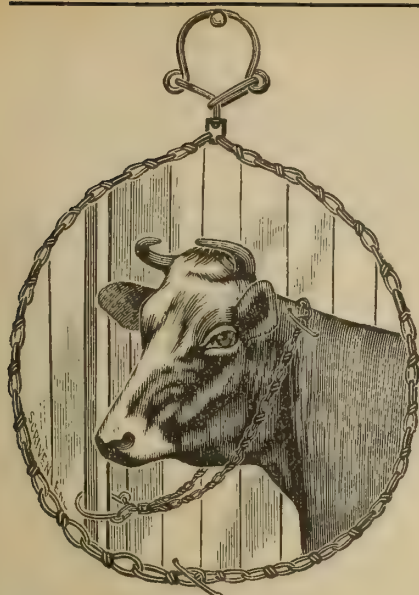
Manufactured in six
sizes for 1896.

LIGHTEST
STRONGEST
BEST and
CHEAPEST

IN THE MARKET.

The B. Greening Wire Co. Ltd. Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.



tions is effecting the orders to a great extent. The management say the trade will not venture a large order until they see what is going to be done in this regard.

A company has been formed in Merlin for the purpose of boring for oil in that vicinity. Surface indications point strongly to oil, and a test will soon be made. The company is now waiting tenders from boring experts.

In some parts of Africa axes are made by splitting a young live sapling and inserting the highly polished stone blade and leaving it a couple of years, when the growing wood encases it securely. The sapling is then cut, and the "handle" is worked down with flint or shell scrapers.

A pleasant event took place on Wednesday at the residence of L. M. Lent, Ridgetown, when his daughter, Mattie, was united in marriage to Carl Hoffman, manager of the Gould Bicycle Co., Brantford. The cere-

mony was performed by Rev. R. J. Hunter, B.A., Ridgetown. The wedding was a quiet affair, only the relatives of the contracting parties being present.

Fire occurred in the Custom house at St. John's, Nfld., recently, but was extinguished. Now it has been discovered that during the confusion between \$5,000 and \$10,000 was stolen. It is believed that the culprit is one of the officials of the Customs Department, and that he started the fire in order to perpetrate the robbery.

So far during October nine new post-offices have been opened—one in Ontario, two in Manitoba and six in Quebec. They are: Wensley, Addington county, Ontario; Valley River and Mossey River, Marquette county, Manitoba, Sans Bruit, Quebec East; Boit de l'Isle, Laval county; Chicot, Berthier county; D'Artagnan, Levis county; Dundee Centre, Huntingdon county, and Greece's Point, Argenteuil county. There

are now in the Dominion 8,840 post-offices, nearly 1,000 of which are only used during the summer months.

This season's crop of timber at Weidman is cut out and those who have been employed there are going away, some to one place and some to another. The way things look at present it is but a matter of a very short time until the village of Weidman will be numbered among the things of the past, remarks an exchange.

Many men were at work along the Saskatchewan river, washing the sands and gravel in the river bed for gold. They all appeared to be doing well, and were said to be earning good wages. Considerable quantities of this gold were seen at the stores, where the miners get their supplies, and where it is taken in exchange for goods. These washings can only be continued profitably while the river is low, but the expected output this year is variously estimated at from \$50,000 to \$100,000.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

VARIOUS IRON AND STEEL "POOLS."

THERE have been good opportunities in the past year for a study of the methods and the results of combines in the iron and steel trade. On Bessemer ore, steel billets, beams and channels, bar iron, hoop iron and steel, shafting and wire nails and cut nails, prices have been fixed for a number of months by agreement among producers, some of the arrangements extending back into 1895. We leave out of the account the steel-rail pool, which has won a title to permanence by years of wise and conservative action. As to the probable duration of the other arrangements, there has been a variety of expression. Some sweeping attacks have been made on all the pools, and a short life has been predicted for each in turn. These predictions have been based on the general proposition that pools help to build up new competition, which cuts the market and compels eventual retaliation by the original producers, leaving the last condition of the market worse than the first. Another reason for asserting that combinations will be but temporary is that this has been their history almost universally. A third reason for expecting collapse is that time accentuates the diversities of interest in a pool membership that considerations of mutual interest may suppress temporarily.

It is true that the billet pool and the nail pool have stimulated an increase of producing capacity. The former has made competitors of some who were formerly customers. Owing to the large investment involved, the condition of the money market and the relatively larger call to-day for open-hearth steel, it has not led to the building of additional Bessemer plants, and in open-hearth but two plants are under way that can be traced directly to the advance in price made by the pool, though it is certain that other projects will be pushed after election. Thus far, no signs appear pointing to a dissolution; on the contrary, since the appointment of a committee to handle grievances, the organization has given greater promise of permanence. — Iron Trade Review, Cleveland.

IRON WEAKENED BY GALVANIZING.

One of the effects of galvanizing iron, or dipping it in a bath of melted zinc to give it a coating of rustless metal, is to weaken its tensile strength. Some experiments recently made with eye bolts of ungalvanized and galvanized iron show conclusively that the latter are considerably the weaker. When rust must be provided against in these and similar articles, it has been determined by the firm in whose works the experiments have been carried out that deposition by cold process must henceforth be adopted. — Blacksmith and Wheelwright.

Abbott & Co.

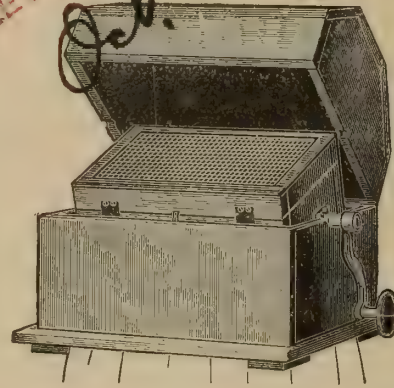
ROLLING MILLS

Bar Iron and Steel.



Axe and Horseshoe Iron.

AND FACTORIES
MONTREAL



Now Is The Time...

to sell CINDER SIFTERS and

THE CHAMPION SIFTE

IS THE BEST IN THE MARKET.

No dust—Easily worked—Produce clean cinders. A good seller for this season.

Try a Sample Lot

Manufactured by

MEAKINS & CO. 313 St. Paul St. Montreal



NO. 10--TOAST RACK.

Electro Silver Plate

Our new line embraces many specialties particularly suitable for the season's trade.
Write for a copy of our new Catalogue illustrating Hollow and Flatware.

The Toronto Silver Plate Co.

Factory and Salesrooms, 570 King Street West,

E. G. GOODERHAM, Manager and Sec.-Treas.

 **Toronto, Canada.**
CHARLES F. CLARK,
President.EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, for the strongest organization of its kind—working interest and under one management—with wide ramifications, with more capital invested in the business it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

AMERICAN PIG IRON IN CANADA.

The American Manufacturer, Pittsburg, in last week's issue we referred to the shipments of southern pig iron to Europe. We then stated that the main reason for these shipments might be found in the depressed condition of trade in this country, rather than in the ability of American pig iron producers to enter the European market. Proof of this fact is seen in the recently increased shipments of American pig iron to Canada. It is announced that the depression in iron values in the United States has led to free offers of American pig iron during the past month in the eastern Canadian market. The figures of pig iron imports at the port of Montreal show that more American pig has been coming there this year than last. From May 1 to July 1 the imports of American pig at Montreal were 863 tons, against 615 tons for the same period in 1895, or an increase of 250 tons. In the same time the imports of British pig were 671 tons, against 1,153 tons in 1895, a decrease of 482 tons.

"Some observers inclined to take a more superficial view may conclude from the foregoing that American pig iron is pushing the British product out of the Canadian market, but such is not the case. The very low prices which have been reached in the American pig iron trade during the past six months have let our product into Canada to some extent, but such a trade is really built on sacrifice sales."

CLEANING AND SHARPENING OF FILES.

Files and rasps used for working tin and lead can be cleaned and sharpened in the following manner: Dip the files, says a contemporary, for a few seconds into concentrated nitric acid until reddish brown vapors commence to ascend lively, then rinse in water, rub with a sharp brush and imbed the file in sawdust or coal dust, or dry it quickly for immediate use. A file clogged up by iron filings should be dipped into a watery solution of copper vitriol, by which the filings are dissolved and copper precipitated in the form of a slimy sediment while the body of the file is attacked but little. Afterwards rinse the file in water, brush off, dip into nitric acid and conclude treatment as above. Files dulled by zinc filings are given a bath in diluted sulphuric acid, otherwise they are subjected to the same treatment. Clean all files used for working copper by means of nitric acid, but repeat the process several times, because the first time much copper is precipitated that adheres tenaciously to the body of the file. Files used for working wood are first put into hot concentrated sulphuric acid, rinsed, brushed, then dipped into lye of potash, rinsed and brushed again and finally dried. Drying can be accomplished best and quickest by pouring alcohol over the file and burning it off.



The **MARLIN MODEL 1891**, .22 calibre, uses in one rifle without adjustment the .22 short, .22 long and .22 long rifle cartridges. Can be taken apart without using a single tool. Only repeater for the long rifle cartridge, the most accurate .22 calibre cartridge made.

Model 1891, .32 calibre uses in one rifle the .32 short and long rim and centre fire cartridges. ONLY .32 REPEATER FOR CHEAP AMMUNITION.

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

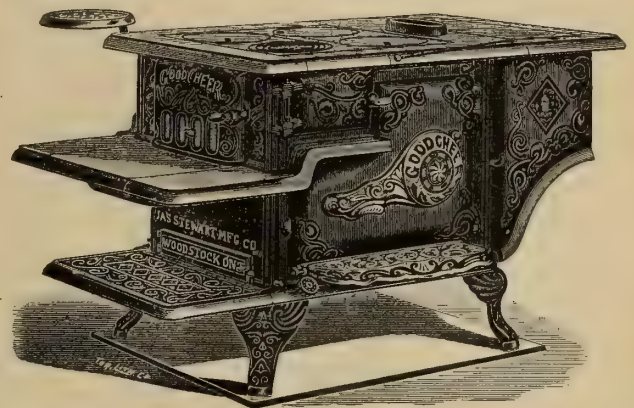
"GOOD CHEER"

With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.



Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

JUST A LITTLE BETTER THAN THE BEST.

Ride The Prince of
Wheels **1897**
A High Grade

McCREADY

The standard for excellence in bicycle building in Canada—strong, light, easy-running. Frame of the best imported cold drawn steel tubing; bearings, the best selected high-grade tool steel, highly polished, accurate and absolutely dust-proof; FAUBER ONE-PIECE CRANK AXLE. Fitted with any tire and any saddle you prefer. Send your name for 1897 Catalogue.

Bicycle

The R. A. McCready Co. Ltd.

Agents wanted in unrepresented districts.

TORONTO

C.A.A.

401.

THE CANADA PLUMBER AND STEAM-FITTER

NOTHING particularly new has developed in the plumbing and steam-fitting trades during the week. There is not a great deal of work going on, but all the houses are fairly well employed.

CITY HALL PLUMBING AND GAS-FITTING.

The plumbing and heating contracts for the new City Hall at Toronto have not yet been awarded, and nobody now knows when they will be. As noted last week, the time for the receipt of tenders was extended to 15th inst., but at a meeting of the Board of Control on Wednesday, it was decided to postpone the reception of tenders and to advertise for new tenders for the plumbing, steam-fitting and ventilator and electric wiring. New specifications will be drawn up and printed, calling for estimates from Canadian and American firms, the tenders to state separately the price for all Canadian and all American work. The extension of the time is due to dissatisfaction on the part of some of the tenderers with the specifications, and to a dispute between the Toronto Radiator Co. and the Gurney Foundry Co. regarding the radiation for the new building.

A TEST FOR LEAD-POISONING.

Lead-poisoning, remarks Invention, is a very unpleasant form of disease, but not by any means as uncommon as is generally supposed. Among other ways of imbibing lead into the system, there is none more sure than that of drinking water from our pipes in the morning without allowing a good flush of water to thoroughly wash away the deposit which has been accumulating in the pipes all night. It is, indeed, a very serious matter. The careless filling of a kettle, the hasty performance of the domestic in order to have breakfast ready in time, is one of the means by which we lay ourselves open to this objectionable form of disease. In one case, an inquest held upon the body of a man revealed the fact that a quantity of lead had become deposited in the liver, through drinking water which had been standing in the pipes, and which had thus absorbed as much as 16 grains of lead per gallon. Water containing one-tenth of a grain of lead per gallon is absolutely dangerous, and one-fifth of a grain will produce severe colic, "drop wrist," the blue lines round the mouth, and other unmistakable signs of lead-poisoning. Unlike some poisons, quick in their action upon the body, lead is known as a cumulative poison, and the diet has considerable influence upon its pernicious effects. A good test for lead is: Place a pint of water in a conical precipitating jar, add about two

grains of bichromate of potash crystals, and dissolve by agitation. Place the jar by the side of another containing "lead-free" water, which has been treated in a similar manner; the jar containing lead will become sensibly turbid in about 15 minutes, and by contrast with the "lead-free" jar any poisonous matter will be detected.

THE EVAPORATION OF TRAP SEALS.

In discussing the length of time which the seal of a trap would be preserved under a fixture which was not in use some considerable difference of opinion was expressed by a number of plumbers at a gathering in an eastern city. It was generally agreed that the common S-trap under the ordinary lavatory and sink fixtures contains about one pint of water, and that it would be necessary to lose about half this quantity before the trap seal would be broken. In the opinion of some this quantity of water would be evaporated in the trap in as short a time as three days; others said that it would require six days, some placing the time at about two weeks. Those who were of the opinion that the evaporation would be quickly made pointed out that there were two surfaces of water which would be in contact with the air. On the sewer side of the trap the circulation through the drainage system, caused by the fresh air inlet and the soil and vent stacks, would bring constantly a current of air over this surface. It was pointed out by others that this air would in all probability be laden with moisture, and not in any condition to absorb the moisture in the trap, and would have very little influence in evaporating the water and breaking the trap seal. On the other hand, it was pointed out that even if a room was closed there would be air pressure on the windows and probably a circulation of air in the rooms, and that the air in the room would become dry by the moisture being absorbed by the walls and furniture, so that it would be in a condition to readily absorb moisture. The discussion was continued without a final agreement until one plumber, who had not previously taken part, stated that he had made a test by setting an ordinary drinking tumbler filled with water beside two fixtures which were trapped, and had waited until the water had evaporated to determine the time which it would be likely to require to break the seal of a trap by evaporation. One tumbler was placed on a lavatory slab in a bathroom and the other directly on the trap used under a kitchen sink. At the end of five weeks the water had entirely evaporated in each case. During the five weeks there was

some weather with the thermometer above 90°, and for one week the house was closed owing to a visit being made. While the test was being made the kitchen windows were open or closed according to the weather, entirely regardless of the test. It is quite possible that water in a trap would evaporate slower and that the seal would last more than five weeks in a closed house, for the air passing through the drain would be moistened by it before reaching the trap.

HOW TO MARK TOOLS.

Much trouble, says an exchange, can often be saved by marking tools with the owners' names, which can be easily done in the following manner: Coat the tools with a thin layer of wax or hard tallow by first warming the steel and rubbing on the wax until it flows, and then let it cool. When hard, mark the name through the wax with a graver and apply weak nitric acid. After a few moments wash off the acid and wipe with a soft rag, when the letters will be found etched into the steel.

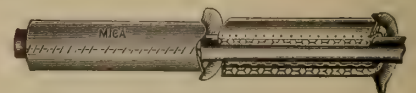
EMPLOY A GOOD PLUMBER.

Two cases have just been reported to us which prove the folly of getting a cheap plumber, who will turn out a job that is always unsatisfactory and, sooner or later, leads to further expense. In repairing the closet in a house in this city the workman happened to strike the ventilator in the ceiling with his head. It fell down with such a slight knock that the man looked at the hole and found that the ventilator was a dummy one, not going beyond the plaster of the ceiling, and of course, it was not of the slightest use.

In the other case, one of our leading plumbers was called in to examine some tenements, where the tenants complained of bad smells and leaks. On examination he found that the soil pipes were made of galvanized iron and had naturally been rusted into holes, allowing both gas and water to escape. The whole of the houses had to be done over again, entailing double expense and a lot of trouble.

MORAL: Get your plumbing done by a reliable firm.—Property, Montreal.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

SELLING SURPLUS BICYCLES, ETC.

THE following was a first prize essay in a competition inaugurated by Hardwareman :

The subject which has been chosen for this competition is one which, at this season of the year, has again and again been forced upon the attention of the trade, and its solution has been attempted in various ways, some highly successful, whilst in other cases, although the goal has been reached and the goods disposed of, yet the greatly reduced prices at which the stock has been sold and the manner in which this special effort has interfered with the ordinary trade, or the expense of disposing by other than the ordinary channel of trade, has made the balance sheet a far from satisfactory one. And the question is asked, cannot such a clearance be effected without such drawbacks as these? We are anxious to know how these goods, which will much depreciate in value if kept till next season and for which stock room cannot be spared, can be disposed of at reasonable prices, if possible, without seeking the help of the auctioneer, and yet without appreciably interfering with the regular business.

I think the most satisfactory solution is to be found in circulars, and it is almost a sine qua non that these be illustrated. Let the necessity for the sale be shown very plainly, and also that you are prepared to make a sacrifice in price to effect present sales. Your customers are not quite so gullible as to expect the sale to be a philanthropic effort on your part to provide them with cycles, guns, tennis sets, etc., at much lower prices than usual; and the more you take the customer into your confidence the more likely is he to be impressed with the fact that this is a genuine sale and worth his attention. The circulars need careful preparation, and must, by their heading, illustrations and general effect, secure at least the passing attention of those you wish to reach.

If it be considered advisable, ordinary selling prices may be given, together with the special sale prices, and it will be a very unusual thing, indeed, to find that too much detail has been given or too many articles described, provided that the articles are really in stock and for sale at specially reduced prices. If these circulars be well distributed for several miles around your town or village there will be little need of any window display, as personal enquiries will be made and ordinary trade rather increased than diminished by this special sale. There are districts, however, in which the trade is not local—the greatest part of the trade being casual. I am not referring to seaside resorts, as visitors at such places can be best reached by the first method, if pains only be

taken to address circulars to them—an addressed circular receiving more attention than one left just as ordinary bills are left at street doors. It does not matter if the circulars be delivered by boy if only they are directed. There are other houses of business, comprising some of the best London houses, where it will be necessary to make a window display, and anyone who has noticed their windows will see how capable their window dressers are of showing such goods in an attractive manner, such as is likely to lead to business; and, in my opinion, the best way to supplement this or draw attention to it would be by means of large posters in one or two prominent positions, illustrated, of course, and in bold type, setting forth the urgency of the sale, and stating, without too much detail, the different classes of goods to be disposed of.

No doubt there are many in the trade who, having had a practical acquaintance of the working of such sales, could offer valuable suggestions, but the minor details of a sale must always be governed by the locality and the quantity of goods to be disposed of.

RETAIL MERCHANTS' ASSOCIATION.

The Retail Merchants' Association of Toronto held its first meeting as an organization in St. George's hall on Tuesday. The president, Mr. Alex. Mullen was in the chair. The following committee was then appointed to formulate a constitution, specifying the objects that would be accomplished by the organization and framing by-laws: Messrs. A. Mullen, E. N. Morphy, E. M. Trowern, E. Potts, G. E. Gibbard, Robert Mills and C. H. Murdoch.

STACKED.

The following speech, for substance, was actually made by a noted gamester in New Hampshire on obtaining a verdict against the unanimous opinion of the judges, by tampering with the jury:

We cut and shuffled, stirr'd our stumps,
But zounds! they put us to our trumps.
They held court-cards, led suit beside,
With a' four honors on their side
They pla'd the duce! but we more brave
Finess'd on hearts, and play'd the knave.
We better knew the pack to fix,
And won the game at last by tricks!
—Monthly Anthology, Boston, 1860.

LARGE EXPORTS OF LEAD.

The following statistics of exports of pig lead, from the United States during the eight months ending with August are to hand:

	1896.	1895
Foreign produce..... lbs.	64,398,074	16,717,262
Domestic produce	10,059,632	1,162,822
	74,457,706	17,880,084

Wm. Gray & Sons, carriage makers, St. Thomas, have received an order for eleven hundred dollars' worth of their manufactures to be shipped to South Africa.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

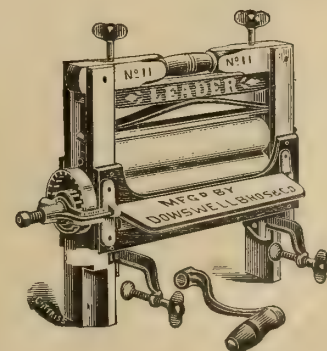
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.

**THE NEW LEADER WRINGER**

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

SINCLAIR BROS., general merchants, Cartier, Ont., are offering to compromise at 50c. on the dollar.

J. R. Clunis, hardware; Galt, has assigned.

E. Frenette, general merchant, St. Basile, Que., has assigned.

Robert Bonthron, general merchant, Hensall, has assigned to B. S. O'Neil.

J. Beliveau, Jr. blacksmith, St. Gregoire, has assigned to Lamarche & Benoit.

A. H. Deschamps, hardware, Montreal, has compromised at 40c. on the dollar.

Arthur Langlois, general merchant, St. Theodoise, has compromised at 20c. on the dollar, cash.

Joseph Bourque & Co., general merchants, St. Gertrude, Que., have compromised at 35c. on the dollar.

A meeting of the creditors of the St. Lawrence Machinery Co., Montreal, will be held on the 20th inst.

The estate of L. J. Herard, manufacturer patent elbows, Montreal, is contesting demand of assignment.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Johnson and Z. Bessette have registered a partnership in Richelieu to carry on business as general merchants under the style of Johnson & Bessette.

CHANGES.

R. Eady is starting a blacksmith shop at Rockingham.

J. A. Buissiere, general merchant, St. Justin, Que., has sold out.

James Park, general merchant, Granton, Ont., is giving up business.

A general store has been started at L'Orignal, Que., by F. X. E. Gauthier.

John McRae has succeeded the Longford Lumber Co. in store business at Uphill.

Lumstrong & Lawder, hardware, Anacanda, B. C., are dissolving. Mr. Lawder retires.

Seeley Bros., general merchants, Glenwood, N.S., have been succeeded by C. L. Seeley.

Caldwell & Ferguson, blacksmiths, Campbellton, N.B., have dissolved. Henry Caldwell continues.

T. E. Bulwer has been registered proprietor of the firm of H. E. P. Bulwer, electrical supplies, Montreal.

Robert Douglas, blacksmith, New Dundee, has removed to Cayuga, and has been succeeded by Isaac Phreeman.

A. Gravel and Arthur Gagnon have registered a partnership to carry on business in agricultural implements at Louiseville, Que., under the style of Antoine Gravel & Co.

SALES MADE AND PENDING.

The estate of Mrs. Turgeon, general merchant, Sherbrooke, has been sold.

The assets of H. Gagnon, general merchant, St. Felicite, have been sold.

The assets of Adelbert Leblance, blacksmith, Thurso, Que., have been sold.

The stock, etc., of the estate of Moses Parker, foundry, Montreal, is offered for sale.

The assets of Roy & Robinson, general merchants, St. Cyrille de Wendover, Que., have been sold.

The stock of Miss Eliza Constant, general merchant, St. Jerome, Que., has been sold at 55c. on the dollar.

The stock, etc., of the estate of F. W. Wilkes, tinware, etc., Toronto, are advertised for sale by tender.

The stock of I. E. Deslauriers, general merchant, Ste. Anne de Bellevue, Que., has been sold at 50c. on the dollar.

FIRES.

W. G. Hancock, blacksmith, Toronto, has been burned out.

DEATHS.

S. M. Wood, blacksmith, Nelson, B.C., is dead.

W. Buckborough, blacksmith, Tilsonburg, is dead.

James E. Wilson, of the estate of James E. Wilson, stoves, etc., Halifax, is dead.

P. Weidmann, stove factory and general store, Weidmann and Glen Rae, is dead.

The announcement made in the issue of the 9th inst that J. O. Girard, general merchant, of Fraserville, Que., was dead was an error. The mistake was on the part of our informant.

NEW FUEL GAS.

Mr. G. W. Frazier, of Allegheny, Pa., has invented a new fuel gas which, it is claimed, will be of good quality and cheaper than any hitherto produced. He has secured the old West Pittsburg Gas Works from the Safe Deposit and Trust Co., of Pittsburg, and gas by the new process will be manufactured and piped to one of the furnaces of the West End Rolling Mill. If this enterprise should prove successful, an extensive gas plant will be established in the west end. It is claimed that illuminating gas and coke can be produced by the new process.

The new fuel gas is produced, says The Pittsburg Dispatch, by passing a jet of superheated steam through a closed and intensely heated furnace or retort containing an abundant waste product. The oxygen of the steam is attracted to the waste as oxide is formed and hydrogen is liberated. The hydrogen passes through a second retort furnace or by-product coke oven, containing

coal. The hydrogen gas combines with the light volatile carbons of the coal and also with the coal tar, and forms the new fuel gas. Coke alone is left. It is claimed that the coal used to charge one ordinary bee-hive coke oven will produce 100,000 feet of gas by the new process, and with a plant of ten by-product ovens in operation 1,000,000 feet of gas can be produced daily. This will be cheap enough to be used freely as fuel. Coal tar, petroleum or naphtha may be used in the process, and by regulating the proportion of hydrogen the finest quality of illuminating gas can be secured.

FROSTED GLASS, WITH FIGURES.

FOR the production of such glass, crystal or flashed glass, no matter whether hollow or plate, is taken, the surface of which must be frosted, says Fachblatt. Upon this surface a thick, fluid solution of ordinary glue is spread. In the case of plate glass it is advisable to spread this coat about one-sixth of an inch thick and as uniformly as possible. It is then dried at a moderate temperature of 31 to 37 degrees C. After perfect drying the glue coat contracts and becomes cracked. The edges of these cracks turn upward and the scales of glue formed thereby show the desire to put off. The glass having entered the pores of the frosted glass surface, the glue scales, in peeling off, carry small splinters of the frosted glass surface with them, whereby bright, shining, shell-like indentations are formed. The peeling off of the glue and tearing off the glass splinters connected with it takes place irregularly, sometimes in closely adjoining, longish stripes, sending out broader or narrower leaf-like branches, which form a pattern similar to fern, as is seen in the ice on a window pane. The best results of this working method are obtained in the summer, when the glass articles treated with glue are simply exposed to the rays of the sun, which cause the glue to peel off within three or four hours. The glue scales can be collected and dissolved by boiling in water. The glass splinters sink to the bottom, while the upper, pure solution of glue is poured off and used again. Very pretty effects are obtained with flashed plate glass, which on the flashed side must be frosted, however. The glue coat tears the flashing at some places partly, at others altogether away, whereby patterns of ice flowers on colored ground are formed. This ice flower glass is brilliantly translucent, but one cannot see through it on account of the unevenness of the surface. Such plates can be treated on the figured side with silver or gold wash and used as mosaic to inlay in frames, furniture, etc.

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

WILLIAM HILL
... Importer of ...
Paints, Oils, Varnishes,
Brushes, Window Glass, Glue,
Bronzes, Alabastine.
327 St. James Street, **MONTREAL**

The Star Manufacturing Co.
Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.
Movements for Bicycle and Door Bells. Send for Dis-
criptive Circular of our Patent "Ball" Burglar Alarm.
NEW HAVEN, CONN.

**A Partner Wanted in a Good
Paying Business**
in British Columbia with cash from \$5,000 to
\$7,000, rent free, must be able to keep a good
set of books and a hustler. For information
address
The Canadian Hardware and Metal Merchant

PATENTS
Promptly secured. Trade-Marks, Copyrights
and Labels registered. We report whether patent
can be secured or not, free of charge. Our fee
not due until patent is allowed. Write for "In-
ventors Guide" and "What profitable to in-
vent," Free. **MARION & LABERGE**, En-
gineers & Experts, 185 St. James St. **MONTREAL**.

**THE BEST FARM AND
GARDEN WHEEL-BARROWS**

At Right
Price
J. H. Connor
Manufacturer **OTTAWA**

.. ISLAND CITY ..
**Paint and
Varnish Works**
.. Manufacturers of ..
PAINTS, COLORS AND VARNISHES.
WAREHOUSES: 100 and 102 Bay St., **TORONTO**.
188 and 190 McGill St., **MONTREAL**.
WORKS: 274 St. Patrick St., **MONTREAL**.

MCLEOD & HENRY Co
FIRE BRICK
TROY, N.Y.

**SOFT IRON, FOR SCREWS, BOLTS,
ETC.**

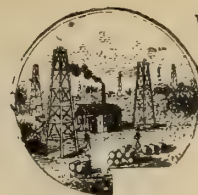
THE following was translated for a con-
temporary from a German paper :
"The production of smoothly drawn
iron rods on the so-called drawing plate has
become quite an important industry. This
method of manufacturing permits not only
the production of round and sextangular
rods, but also of polished rods of any profile
desired. The round and sextangular rods
are in especial demand for the production of
brightly polished screws and nuts of any
size and shape.

"The raw material used for such rods
should answer the following requirements :
The iron should become bright and smooth
when drawn into rods ; it must, therefore,
possess a high degree of softness and
ductility. When worked up further by turn-
ing, boring, threading, planing, etc., the
cut should always be clean, smooth and of a
silvery lustre. Steel tools used in those
operations should not be affected nor worn
off and always remain clean. Only when
the material shows a cut of the nature de-
scribed it is possible to successfully accel-
erate the manufacturing process and to adapt
it to mass production. Such iron should
combine with great softness and ductility a
finely fibrous structure, free from slag or
sand.

"Now the question arises: What kind of
iron would best answer the above require-
ments? Bessemer or Thomas steel (flus-
seisen) will not do, for the tools, for instance,
turning plates for screws, are quickly ruined
by the long and tough turnings forming,
and the cut presents a rough and dull ap-
pearance, showing plainly the impurities
of the material used. The proper soft iron can
only be produced by the puddling process,
and requires the most careful selection and
repeated refining.

"Regarding its molecular structure such
soft iron may be considered to consist of fine
closely-joined lamellæ, and can well be
compared with a wire rope or a bundle of
fibres. This molecular structure is the rea-
son why in turning soft iron only very short
turnings with cross fibres are produced,
which crumble off instantly and are washed
away by the lubricating oil. Although
wrought iron is gradually giving way to
steel, it will not be replaced by the latter for
the purpose discussed, even if steel may ex-
cel wrought iron in strength in many re-
spects."

The Thompson Lumber Co., of Windsor,
has secured the contract for all the dressed
and rough lumber required for the construc-
tion of the Grand Trunk Railway shops in
London. It will take 1,000,000 feet for the
contract, and the amount paid will be about
\$19,000.



VanTuyl & Fairbank
Petrolia, Ont.
Headquarters for . .
**Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**



COVERT MFG. CO.
WEST TROY, N.Y.

**Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.**



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nu's, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



"JARDINE"

TAPS AND DIES

Adjustable dies with separate stock
for each die, size of stock suited to
the die. Price same as the old kind
with only one stock for the set. Any-
one wanting a set of adjustable dies
will buy these if they know of them.
They don't need to be talked up,
merely to be seen.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Oct. 16, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16	0 00
Straits	0 16	0 00

Tin Plates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 00	
I.X., "	6 25	
I.X.X., "	7 50	
J. E. & Co.—		
I.C., "	5 00	
I.X., "	6 25	
I.X.X., "	7 50	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.X.X., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X., "	4 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.		
Bessemer Steel		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terné.		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	
I.X., Terné Tin	8 00	
I.X., Orion	8 00	

Charcoal Tin Boiler Plates.		
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
14x60, "		
14x65, "		

Tinned Sheets.		
72x30 up to 24 gauge	0 06	0 06
26 "	0 06½	
28 "	0 07¼	0 07½
Allandale, I.C.	2 90	3 00
I.C.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "		2 25
Hoop "		2 25
Swedish "	4 00	4 25
Sleigh Shoe Steel "	3 00	3 25
Tire Steel "	2 75	3 00
Machinery "	0 10	0 11
Cast Steel, per lb	0 10½	0 14
Russian Sheet, per lb	2 00	2 25
Tank Plates, 1-5 and thicker	4 50	5 00
Boiler Rivets		

Boiler Tubes.

1½-inch	0 06½	
2 "	0 07½	
2½ "	0 09¼	
3 "	0 11	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	

¾ inch and thicker

Sheet Iron.

16 gauge and heavier	2 50	2 70
18 to 20 gauge	2 25	2 50
22 to 24 "	2 30	
26 "	2 40	
28 "	2 55	

Canada Plates.

All dull, 52 sheets	2 25	2 30
Half polished	2 35	
All bright	2 50	3 25

Iron Pipe.

Wrought, 1 in., 60 and 2½ p.c.: ¾ to ½, 67½ and 2½ p.c.: ¾, 70 and 7½ p.c.: 1, 70 and 1½ p.c.: 1½, 70, 10 and 5 p.c.: 2 in., 70, 10 and 10 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades, in case lots: Per 100 lbs.

16 gauge	4½	
18 to 20 gauge	3½	
22 to 24 "	3½	
26 "	4½	
28 "	4½	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ " "	4 75	
" 5-16 " "	4 00	
" ¾ " "	3 75	
" 7-16 " "	3 35	
" 9-16 " "	3 25	
" 1 " "	2 35	
" 1½ " "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

English B. S., ton lots

Lake Superior	0 10½	0 11
---------------------	-------	------

Bolt or Bar.		
Cut lengths, round, ½ to ¾ in. round and square	0 20	0 22
1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60

Braziers. (In sheets.)	0 26	0 27
------------------------	------	------

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
---	------	------

33 to 45 "	0 15	0 15½
------------------	------	-------

50 lb. and above, "	0 14½	0 15
---------------------------	-------	------

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
----------------------------	------	--

Spun, per lb	0 25	
--------------------	------	--

Pure, in coils—

From 1 to 20 gauge	0 23	0 26
--------------------------	------	------

From 20 gauge up	0 26	0 28
------------------------	------	------

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
------------------------------------	------	------

" 27 to 30 "	0 21	0 23
--------------------	------	------

" 30 and up	0 23	0 26
-------------------	------	------

Sheets, hard-rolled, 2x4 ft.	0 21	0 23
-----------------------------------	------	------

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
-----------------------	-------	-------

Domestic "	0 03¾	0 04
------------------	-------	------

Zinc Sheet.

5 cwt. casks	0 04¾	
--------------------	-------	--

Part casks	0 05	
------------------	------	--

Lead.

Imported Pig, per lb	0 03¾	0 03½
----------------------------	-------	-------

Domestic, per lb	0 03	
------------------------	------	--

Bar, 1 lb.	0 04½	
-----------------	-------	--

Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
--	-------	-------

Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04	0 04¾
---	------	-------

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	Per lb. Pe	0 12½ 0 13
-------------------------	------------	------------

Standard	0 11½	0 12
----------------	-------	------

Wire	0 17	0 19
------------	------	------

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	
-------------------------	------	--

Other makes, per lb	0 08	
---------------------------	------	--

Anti-Friction Metal.

"Beaver" brand	Per lb.	\$0 20
----------------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	5 00
---	--------	------

No. 1 do	4 50	
----------------	------	--

No. 2 do	4 25	
----------------	------	--

No. 3 do	4 00	
----------------	------	--

Brandram Bros' Genuine	6 00	
------------------------------	------	--

" Decorative	5 75	
--------------------	------	--

" No. 1	5 10	
---------------	------	--

(f.o.b. Halifax, St. John, Montreal, Toronto) James' genuine	5 75	
--	------	--

No.	5 25	
----------	------	--

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	
------------------------	------	--

Second qualities, per gallon	0 90	
------------------------------------	------	--

Barn (in bbls.)	0 70	0 90
-----------------------	------	------

Sherwin-Williams	1 20	
------------------------	------	--

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 07	
----------------------------	------	--

Chrome Yellow	0 11	
---------------------	------	--

Golden Ochre	0 06	
--------------------	------	--

French "	0 05	
----------------	------	--

Marine Black	0 09	
--------------------	------	--

" Green	0 09	
---------------	------	--

Chrome "	0 08	
----------------	------	--

French Imperial Green	0 19	
-----------------------------	------	--

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40
--	------	------

Yellow Ochre (J.F.L.S.), bbls. per cwt.	2 75	
--	------	--

Yellow Ochre (Royal), per cwt.	1 10	1 15
-------------------------------------	------	------

Venetian Red (best), per cwt.	1 80	1 90
------------------------------------	------	------

English Oxides, per cwt.	3 00	3 25
-------------------------------	------	------

American Oxides, per cwt.	1 75	1 90
--------------------------------	------	------

Canadian Oxides, per cwt.	1 75	1 90
--------------------------------	------	------

Paris Green, per lb		
---------------------------	--	--

100 lb. drums		
---------------------	--	--

Burnt Sienna, pure, per lb.	0 10	
----------------------------------	------	--

" Umber, "	0 10	
------------------	------	--

do. aw	0 09	
--------------	------	--

Drop Black, pure	0 09	
------------------------	------	--

Chrome Yellows, pure	0 18	
----------------------------	------	--

Chrome Greens, pure, per lb.	0 12	
-----------------------------------	------	--

Golden Ochre	0 3¾	
--------------------	------	--

Varnishes.

(In bbls.)

No. 1 Furniture, per gal		
--------------------------------	--	--

Extra "	0 90	
---------------	------	--

Brown Japan "	0 65	
---------------------	------	--

Brown Japan, Turpentine, p.g.	0 85	
------------------------------------	------	--

No. 1 Carriage, per gal	1 30	
-------------------------------	------	--

Gold Size Japan,	1 00	1 20
------------------------	------	------

Pure Orange Shellac	1 95	2 15
---------------------------	------	------

Hard Oil Finish	1 30	
-----------------------	------	--

Oil Shellac	1 40	
-------------------	------	--

White Shellac	2 35	
---------------------	------	--

Linseed Oil.

Raw, per gal	0 46	0 47
--------------------	------	------

Boiled, per gal	0 49	0 50
-----------------------	------	------

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels	0 41	
----------------------	------	--

1 to 4 "	0 42	
----------------	------	--

Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb	0 7¾	
------------------------	------	--

Small lots	0 00	0 8½
------------------	------	------

Cod Oil.

Cod Oil, per gal	0 50	0
------------------------	------	---

Glue.

(In bbls.)

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	
Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10
Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		
Awls.		
Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60
Awl Hafts.		
Patent Peg, per gross	7 25	8 00
Sewing, per gross		
Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30
AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 01
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50
Axles.		
Per box	6 00	12 00
Axle Grease.		
Per gross	7 00	13 00
Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		
Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gon Sargent's	5 50	8
Peterboro', discount 50 per cent.		
Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	00	5 00
House.		
American, per lb.	0 35	0 40
Bellows.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		
Belting.		
Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		
Bench Stops.		
Per doz	5 00	6 00
Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20
Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminie, " "	1 12	1 20
Blind and Bed Staples.		
sizes, per lb.	0 11	0 15
Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 and 10 per cent.		

Stove, dis. 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		
Boring Machines.		
e, with augers, each.	5 00	7 50
Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00
Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs	0 85	3 20
Berlin Bronze Canadian		
Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00
Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	
Butts.		
Brass.		
Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65
Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50
Card.		
Horse, per do	0 60	1 00
Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	
Carpet Sweepers.		
Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, " "	30 00	33 00
Cartridges.		
(See Ammunition.)		
Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		
Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25
Cement.		
Portland, car-load lots	2 70	
Thorold, " "	1 10	
Queensdown, " "	1 10	
Napance, " "	1 10	
Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18
Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00
Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
Clamps.		
Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00
Clips.		
Axle, dis. 65 per cent.		
Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	
Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		
Cradles, Grain.		
nadian dis. 25 per cent.		
Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		
Door Springs.		
Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 38	1 60
English, per doz.	2 00	4 00

Draw Knives.			
American, dis. 70 and 10 per cent.			
Canadian dis. 25 to 35 per cent.			
Drills.			
Hand and Breast.			
Millar Falls, per doz.....	16 00	51 50	
P. S. & W., dis. 40 per cent.			
DRILL BIT.			
Morse, dis. 37½ to 40 per cent.			
Standard, dis. 17½ to 50 per cent.			
ELBOWS.			
Stovepipe.			
doz	90	1 75	
FAWCETS.			
Cork Lined, per doz.....	0 30	0	
Wine, per doz.....	1 30	2 25	
Star,	2 80	3 90	
Fenn's Corkstops, No. 2, per dozen		1 70	
Petroleum, per doz	4 50	6 50	
FILES AND RASPS.			
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.			
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.			
Black Diamond, 50 and 10 to 60 per cent.			
Kearney & Foote, 60 and 10 per cent.			
Nicholson File Co., 50 and 10 per cent.			
Heller's Horse Rasps, 45 per cent.			
Jowitt's, English list, 25 to 30 per cent.			
FLUTING MACHINES.			
Each	0 60	2 00	
FORKS.			
Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.			
FREEZERS.			
Ice Cream.			
Gem, dis. 57½ to 60 per cent.			
Shepard's Lightning, dis. 50 to 50 and 10 per cent.			
FRUIT PRESSES.			
Henis, per doz	3 25	50	
Enterprise, dis. 10 per cent.			
Shepard's Queen City, dis. 15 per cent.			
FRY PANS.			
Acme, dis. 62½ to 65 per cent.			
GAUGES.			
Marking, Mortise, Etc.			
Stanley's, dis. 50 to 55 per cent.			
Wire Gauges.			
Winn's, Nos. 26 to 33, each	1 65	2 40	
GLASS.			
Window. Box Price.	Double Diamond.	Per 100 ft.	Per 50 ft.
		Star.	Per 50 ft.
		Size United Inches.	
		14 to 25	1 20
		26 to 40	1 35
		41 to 50	1 50
		51 to 60	2 30
		61 to 70	2 60
		71 to 80	2 90
		81 to 90	3 40
		91 to 95	3 70
		96 to 100	4 20
		101 to 105	7 25
		106 to 110	9 00
		111 to 115	10 00
		116 to 120	12 00
		121 to 125	14 00
		126 to 130	16 00
		131 to 135	18 00
		136 to 140	20 00
		141 to 145	22 00
		146 to 150	24 00
		151 to 155	26 00
		156 to 160	28 00
		161 to 165	30 00
		166 to 170	32 00
		171 to 175	34 00
		176 to 180	36 00
		181 to 185	38 00
		186 to 190	40 00
		191 to 195	42 00
		196 to 200	44 00
		201 to 205	46 00
		206 to 210	48 00
		211 to 215	50 00
		216 to 220	52 00
		221 to 225	54 00
		226 to 230	56 00
		231 to 235	58 00
		236 to 240	60 00
		241 to 245	62 00
		246 to 250	64 00
		251 to 255	66 00
		256 to 260	68 00
		261 to 265	70 00
		266 to 270	72 00
		271 to 275	74 00
		276 to 280	76 00
		281 to 285	78 00
		286 to 290	80 00
		291 to 295	82 00
		296 to 300	84 00
		301 to 305	86 00
		306 to 310	88 00
		311 to 315	90 00
		316 to 320	92 00
		321 to 325	94 00
		326 to 330	96 00
		331 to 335	98 00
		336 to 340	100 00
		341 to 345	102 00
		346 to 350	104 00
		351 to 355	106 00
		356 to 360	108 00
		361 to 365	110 00
		366 to 370	112 00
		371 to 375	114 00
		376 to 380	116 00
		381 to 385	118 00
		386 to 390	120 00
		391 to 395	122 00
		396 to 400	124 00
		401 to 405	126 00
		406 to 410	128 00
		411 to 415	130 00
		416 to 420	132 00
		421 to 425	134 00
		426 to 430	136 00
		431 to 435	138 00
		436 to 440	140 00
		441 to 445	142 00
		446 to 450	144 00
		451 to 455	146 00
		456 to 460	148 00
		461 to 465	150 00
		466 to 470	152 00
		471 to 475	154 00
		476 to 480	156 00
		481 to 485	158 00
		486 to 490	160 00
		491 to 495	162 00
		496 to 500	164 00
		501 to 505	166 00
		506 to 510	168 00
		511 to 515	170 00
		516 to 520	172 00
		521 to 525	174 00
		526 to 530	176 00
		531 to 535	178 00
		536 to 540	180 00
		541 to 545	182 00
		546 to 550	184 00
		551 to 555	186 00
		556 to 560	188 00
		561 to 565	190 00
		566 to 570	192 00
		571 to 575	194 00
		576 to 580	196 00
		581 to 585	198 00
		586 to 590	200 00
		591 to 595	202 00
		596 to 600	204 00
		601 to 605	206 00
		606 to 610	208 00
		611 to 615	210 00
		616 to 620	212 00
		621 to 625	214 00
		626 to 630	216 00
		631 to 635	218 00
		636 to 640	220 00
		641 to 645	222 00
		646 to 650	224 00
		651 to 655	226 00
		656 to 660	228 00
		661 to 665	230 00
		666 to 670	232 00
		671 to 675	234 00
		676 to 680	236 00
		681 to 685	238 00
		686 to 690	240 00
		691 to 695	242 00
		696 to 700	244 00
		701 to 705	246 00
		706 to 710	248 00
		711 to 715	250 00
		716 to 720	252 00
		721 to 725	254 00
		726 to 730	256 00
		731 to 735	258 00
		736 to 740	260 00
		741 to 745	262 00
		746 to 750	264 00
		751 to 755	266 00
		756 to 760	268 00
		761 to 765	270 00
		766 to 770	272 00
		771 to 775	274 00
		776 to 780	276 00
		781 to 785	278 00
		786 to 790	280 00
		791 to 795	282 00
		796 to 800	284 00
		801 to 805	286 00
		806 to 810	288 00
		811 to 815	290 00
		816 to 820	292 00
		821 to 825	294 00
		826 to 830	296 00
		831 to 835	298 00
		836 to 840	300 00
		841 to 845	302 00
		846 to 850	304 00
		851 to 855	306 00
		856 to 860	308 00
		861 to 865	310 00
		866 to 870	312 00
		871 to 875	314 00
		876 to 880	316 00
		881 to 885	318 00
		886 to 890	320 00
		891 to 895	322 00
		896 to 900	324 00
		901 to 905	326 00
		906 to 910	328 00
		911 to 915	330 00
		916 to 920	332 00
		921 to 925	334 00
		926 to 930	336 00
		931 to 935	338 00
		936 to 940	340 00
		941 to 945	342 00
		946 to 950	344 00
		951 to 955	346 00
		956 to 960	348 00
		961 to 965	350 00
		966 to 970	352 00
		971 to 975	354 00
		976 to 980	356 00
		981 to 985	358 00
		986 to 990	360 00
		991 to 995	362 00
		996 to 1000	364 00
		1001 to 1005	366 00
		1006 to 1010	368 00
		1011 to 1015	370 00
		1016 to 1020	372 00
		1021 to 1025	374 00
		1026 to 1030	376 00
		1031 to 1035	378 00
		1036 to 1040	380 00
		1041 to 1045	382 00
		1046 to 1050	384 00
		1051 to 1055	386 00
		1056 to 1060	388 00
		1061 to 1065	390 00
		1066 to 1070	392 00
		1071 to 1075	394 00
		1076 to 1080	396 00
		1081 to 1085	398 00
		1086 to 1090	400 00
		1091 to 1095	402 00
		1096 to 1100	404 00
		1101 to 1105	406 00
		1106 to 1110	408 00
		1111 to 1115	410 00
		1116 to 1120	412 00
		1121 to 1125	414 00
		1126 to 1130	416 00
		1131 to 1135	418 00
		1136 to 1140	420 00
		1141 to 1145	422 00
		1146 to 1150	424 00
		1151 to 1155	426 00
		1156 to 1160	428 00
		1161 to 1165	430 00
		1166 to 1170	432 00
		1171 to 1175	434 00
		1176 to 1180	436 00
		1181 to 1185	438 00
		1186 to 1190	440 00
		1191 to 1195	442 00
		1196 to 1200	444 00
		1201 to 1205	446 00
		1206 to 1210	448 00
		1211 to 1215	450 00
		1216 to 1220	452 00
		1221 to 1225	454 00
		1226 to 1230	456 00
		1231 to 1235	458 00
		1236 to 1240	460 00
		1241 to 1245	462 00
		1246 to 1250	464 00
		1251 to 1255	466 00
		1256 to 1260	468 00
		1261 to 1265	470 00
		1266 to 1270	472 00
		1271 to 1275	474 00
		1276 to 1280	476 00
		1281 to 1285	478 00
		1286 to 1290	480 00
		1291 to 1295	482 00
		1296 to 1300	484 00
		1301 to 1305	486 00
		1306 to 1310	488 00
		1311 to 1315	490 00
		1316 to 1320	492 00
		1321 to 1325	494 00
		1326 to 1330	496 00
		1331 to 1335	498 00
		1336 to 1340	500 00
		1341 to 1345	502 00
		1346 to 1350	504 00
		1351 to 1355	506 00
		1356 to 1360	508 00
		1361 to 1365	510 00
		1366 to 1370	512 00
		1371 to 1375	514 00
		1376 to 1380	516 00
		1381 to 1385	518 00
		1386 to 1390	520 00
		1391 to 1395	522 00
		1396 to 1400	524 00
		1401 to 1405	526 00
		1406 to 1410	528 00
		1411 to 1415	530 00
		1416 to 1420	532 00
		1421 to 1425	534 00
		1426 to 1430	536 00
		1431 to 1435	538 00
		1436 to 1440	540 00
		1441 to 1445	542 00
		1446 to 1450	544 00
		1451 to 1455	546 00
		1456 to 1460	548 00
		1461 to 1465	550 00
		1466 to 1470	552 00
		1471 to 1475	554 00
		1476 to 1480	556 00
		1481 to 1485	558 00
		1486 to 1490	560 00
		1491 to 1495	562 00
		1496 to 1500	564 00
		1501 to 1505	566 00
		1506 to 1510	568 00
		1511 to 1515	570 00
		1516 to 1520	572 00
		1521 to 1525	574 00
		1526 to 1530	576 00
		1531 to 1535	578 00
		1536 to 1540	580 00
		1541 to 1545	582 00
		1546 to 1550	584 00
		1551 to 1555	586 00
		1556 to 1560	588 00
		1561 to 1565	590 00
		1566 to 1570	592 00

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.	
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.	
Lightning, per doz.....	6 50 8 40
Heath's, 52½ p.c.	

LADLES.

Melting, per doz.....	1 70 4 50
-----------------------	-----------

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20 5 60
Galvanized, ".....	1 87 3 85
King, wood, ".....	2 75 2 90
"ass, ".....	4 00 4 50
All glass, ".....	1 20 1 30

LINES.

Fish, per gross.....	1 05 2 50
Chalk, ".....	1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.	
Russell & Erwin, per doz.....	2 90 7 50
Cabinet, ".....	
Eagle, dis. 40 to 42½ p.c.	
Padlock, ".....	
English and Am., per doz.....	0 50 6 00
Scandinavian, ".....	1 00 2 40
Eagle, dis. 15 to 17½ p.c.	

MALLET.

Tinsmith's, per doz.....	1 25 1 50
Carpenter's, hickory, per doz.....	1 25 3 75
Lignum Vitae, per doz.....	3 85 5 00
Caulking, each.....	1 60 2 00

MATTOCKS.

Canadian, per doz.....	8 50 10 00
------------------------	------------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.	
------------------------------------	--

MINING KNIVES.

American, per doz.....	0 42 2 35
------------------------	-----------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	
---	--

NAILS.

Cut Nails (Iron)—	
1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 75
40 dy.....	2 80
30 dy.....	2 85
20, 16, and 12 dy.....	2 90
10 dy.....	2 95
8 and 9 dy.....	3 00
6 and 7 dy.....	3 15
2. American pattern only—	
From 4 to 5 dy.....	3 35
3 dy (lath).....	3 75
3. Canada pattern only—	
From 4 to 5 dy.....	3 25
3 dy (lath).....	3 65
3 dy, A.P. fine.....	4 35
Car lots 10c. less.	
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.	
Wire Nails, 70 and 12½ per cent.; 3 per cent. cash delivered in lots of 10 kegs or more	
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.	

NAIL PULLERS.

German and American.....	1 85 3 50
--------------------------	-----------

NAIL SETS.

Square, round, and octagon, per gross.....	3 38 4 00
Diamond.....	12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.	
------------------------------------	--

OIL.

Canada refined oil (Toronto).....	0 16 0 16½
Carbon safety ".....	0 18 0 00
Canada w. w. ".....	0 18 0 00
American w. w. ".....	0 00 0 21
Pratt's Astral.....	0 00 0 22

OILERS.

McClary's galvan iron oil can, with pump, per doz.....	0 00 19 50
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, ".....	1 50 3 50
Malleable, dis. 25 per cent.	

PAIS.

Galvanized, per doz.....	2 25 3 30
--------------------------	-----------

PENCILS.

Dixon's, per gross.....	1 00 4 25
" Carpenter.....	2 25 3 60

PICKS.

Per doz.....	6 00 9 00
--------------	-----------

PICTURE NAILS.

Porcelain head, per gross.....	1 65 3 00
Brass head, ".....	0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.	
Wood, fancy Canadian or American, 37½ to 40 per cent.	
Bailey's (Stan. R. & L. Co.), 50 per cent.	
Miscellaneous, dis. 25 per cent.	
Bailey's Victor, 25 per cent.	

PLANE IRONS.

English, per doz.....	2 00 5
-----------------------	--------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.	
Button's Imitation, per doz.....	5 00 9 00
German, per doz.....	0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.	
----------------------------------	--

POPPERS.

Corn, square, per doz.....	1 35 2 00
----------------------------	-----------

PRUNING SHEARS.

Per doz.....	4 00 5 50
--------------	-----------

PULLEYS.

Hothouse, per doz.....	0 55 1 00
Axle.....	0 22 0 33
Screw.....	0 27 1 00
Awning.....	0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and per cent.	
Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62½ p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.

Saddlers', per doz.....	1 00 1 85
Conductors', ".....	9 00 15 00
Tinners' solid, per set.....	0 00 0 72
" hollow, per inch.....	0 00 1 00

PUTTY.

Bladder, per lb.....	0 07½
Tins, lbs.....	2 50 2 75

RAIL.

Barn door, per foot.....	0 03 0 03½
Sliding door, ".....	0 03½ 0 03½
Lanes, ".....	0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.	
Wood, 25 per cent.	

RAZORS.

Geo. Butler & Co.'s, per doz.....	8 00 18 00
Boker's, ".....	7 50 11 00
Wade & Butcher's, ".....	3 60 10 00
Arbenz's, ".....	9 00 18 00
Theile & Quack's ".....	7 00 12 00

RAZOR STROPS.

Currier's, per doz.....	1 25 3 60
-------------------------	-----------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days	
Copper rivets, dis. 50 and 10 per cent.	
Iron " dis. 60 and 5 per cent.	
Tinned and black rivets, 60 and 5 per cent.	
Burrs, iron or steel, 50 and 5 per cent.	
Terms, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.

Canadian, dis. 30, 35 per cent.	
---------------------------------	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½ 00 8½	
¼, 5-16, ¾ in.	6¼ 00 9	
Cotton.....	15 17	
Russia Deep Sea.....	00 13	
Jute.....	6¼ 7½	

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37½ to 40 p.c.	

SAD IRONS.

Mrs. Potts, per set.....	0 60 1 00
N.P., per set.....	90

SAD HEATERS.

Dome, Shepard's, per doz.....	4 75 5 00
-------------------------------	-----------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.....	0 55 0 90

SASH CORD.

Per lb.....	0 22 50
-------------	---------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.	
Kempshell's, dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 per cent.	

SASH "LIGHTS.

Sectional, per 100 lbs.....	1 40 1 50
-----------------------------	-----------

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40 0 70
"Empire," McMillan & Haynes, per ft.....	0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.	
S. & D., 40 to 40 and 10 per cent.	
Crosscut, Disston's, per ft.....	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.....	0 75 2 75
frame only.....	0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00 7 50
Whiting.....	6 87 7 00

SCALES.

Gurney Scales, 50 p.c.	
B. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.

Box, per doz.....	2 10 4 50
Foot, ".....	0 40 3 50

SCREENS.

Window, patent, per doz.....	3 50 4 50
Door, per doz.....	8 75 9 00

SCREW DRIVERS.

Sargent's, per doz.....	0 65 4 00
-------------------------	-----------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c.	
" R. H., " dis. 75 and 10 p.c.	
" F. H., brass, dis. 77½ and 10 p.c.	
" R. H., " dis. 72½ and 10 p.c.	
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.	
Bench, wood, per doz.....	3 25 4 00
iron, ".....	4 25 5 75

CYTHES.

Discount, p.c. revised list.	
------------------------------	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.	
------------------------------	--

SHEARS.

B. & W., jappaned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour's, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, jappaned, 80 p.c.	
N.P., dis. 70 p.c.	
" jappaned handles, 67½ p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.

Sliding door, per set.....	0 77 1 40
----------------------------	-----------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.	
---	--

SIEVES.

Wood rim, black, per doz.....	1 05 1 10
" tinned, ".....	1 25 1 35
Tin rim, per doz.....	2 30 2 45
" black.....	1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.	
Acme.....	3 00 5 00
Lock, Andrews'.....	4 50 11 50

SOLDERING IRONS.

Per lb.....	0 00 0 24
-------------	-----------

WROUGHT SPIKES.

Discount, 20 per cent.	
------------------------	--

SPOKE SHAVES.

Wood, English.....	1 8 5 00
Iron, American.....	1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross.....	7 50 12 00
Dessert, ".....	21 00 00 00
Table, ".....	30 00 30 00
Dessert Forks, ".....	24 00 00 00
Medium ".....	27 00 00 00
Table ".....	36 00 00 00

SQUARES.

Iron, per doz.....	1 65 2 90
Steel, dis. 65 to 65 and 10.	
Try and bevel, dis. 50 to 52½ p.c.	

STAPLES.

Fence, galvanized.....	0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.	

STOCKS AND DIES.

American, dis. 25 p.c.	
------------------------	--

STOVE POLISH.

	gross.	¼ gross.	doz.
Scientific Stove Pipe			
Varnish.....	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each.....			6 00
Scientific Furniture Polish.....	12 00		1 25
Scientific Carriage Top Dressing, ½ pints.....			2 00
Scientific Carriage Top Dressing, pints.....			3 50
Scientific Enamel Paints.....	1 50		
Scientific Stove Enamel.....	7 50	2 00	75

STONE.

Washita, per lb.....	0 28 0 50
Hindustan, ".....	0 06 0 07
" slips, per lb.....	0 09 0 09
Labrador.....	0 00 0 13
" Axe, ".....	0 00 0 15
Turkey.....	0 00 0 50
Arkansas.....	0 00 0 50
Water-of-Ayr.....	0 00 0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue.....	66½
Trunk tacks, black.....	60
" tinned.....	66½
B.B.B. iron carpet, blued.....	60
" tinned.....	66½
B.B.B. iron carpet, bright or blued (in kegs).....	30
B.B.B. iron carpet, tinned (in kegs).....	30
B.B.B. cut tacks (in bulk), 45 to 50 p.c.	
" " (in dozens, 1 to 6 oz.).....	45
" " (in dozens, 8 to 24 oz.).....	30
" " ¼ weights.....	40
" " tinned.....	45
Swedes, cut tacks, genuine, blued and tinned.....	52½
Swedes, upholsterers', genuine.....	50

Swedes, upholsterers', American (1 to 6 oz.).....	60
Swedes, upholsterers', American (8 to 24 oz.).....	66½
Swedes, carpet and lace brush, blued and tinned.....	40
Zinc tacks.....	35
Copper tacks and nails.....	60
Leather carpet tacks.....	30
Trunk nails, black and tinned.....	65
Clout nails.....	66½
Cigar box nails.....	45
Lining nails in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk.....	42½
Saddle nails in papers.....	10
" " in bulk.....	15
Tinned capped trunk nails.....	15
Double pointed tacks, discount 90 to 90 and 12½ p.c.	



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion. **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

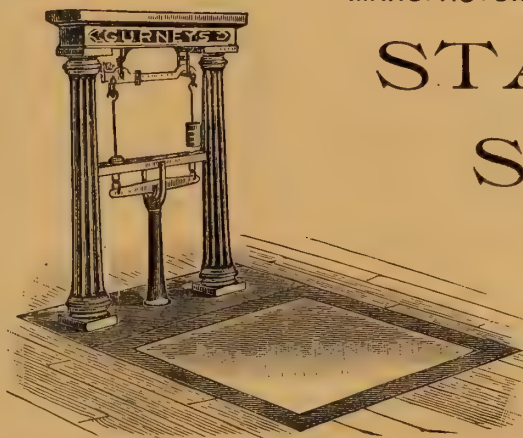
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.



**Water,
Eddy's Fire Pail
and
Promptness
are
Safety's Trinity**

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Toes & Perse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, QUE.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

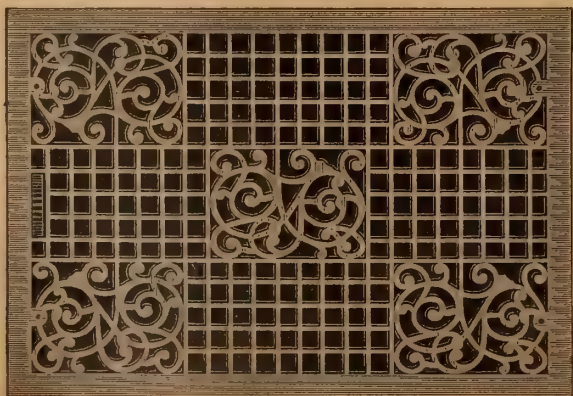
Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT ST. WEST, TORONTO.

Progressive Dealers

They possess unusual strength, at the same time are very smooth, and the designs are handsomely brought out. The steel in them is produced and manufactured expressly for High-Grade Castings and has great power of expansion and contraction.

Everywhere are handling the Ferrosteeel Registers and Ventilators. They are great sellers—we are getting repeat orders every day. **IF YOU LIKE DOLLARS** send us your order at once. There is no dead stock in these registers.



Composite Lattice Register



Convex Register for Thin Partitions

**A LARGE AND WELL-ASSORTED STOCK ON HAND
SEND FOR PRICES**

The James Robertson Co. Ltd., Telephones 819 and 1511 **Toronto**
263-285 King Street West,

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, OCTOBER 24, 1896

No. 43



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt
Street New York

Buy the best brands.

Everyone knows that brands of Tin Plates vary greatly in quality and finish. The consumer is always safe in buying any of the following brands, and will not have to pay fancy prices :

Steel Cokes.—"Lydbrook" and "Trym Best;" the Cannery's favorites.

Charcoal.—"Allaway's;" the standard in its class.

Best Charcoal.—"Dominion Crown;" tissue paper between sheets.

Best Best Charcoal.—"Dominion Crown Best Best;" equal to any imported.

Canada Plates.—"Allaway's;" best all-round value.

Canada's Largest Radiator Manufacturers.

More cobble stones than diamonds on earth, and so it is with Poor Radiators. They're legion—but good ones are few. In this class of goods you can only judge by the experience of others.

"Safford" STANDARD Radiators

ARE THE CHOICE of all the leading Architects and Heating Engineers everywhere.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited
.. Toronto, Ont.



TO THE TRADE



WOOD
AND
FELT

WEATHER STRIP —

Write us for Price List and Discount.

RICE LEWIS & SON (LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

KEMP MANUFACTURING COMPANY

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

“DIAMOND” STEEL WARE

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, OCTOBER 24, 1896

No. 43

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

THE BUSINESS MEN'S PRAYER.

THE present Administration at Ottawa was put into office by the business men of this country because the Administration which had preceded it had during the last few years been neglecting the business interests of the country and had turned a deaf ear to the merchants and manufacturers of the Dominion when they desired to point them out a better way, preferring rather to accept and act upon the advice of the professional politician of the ward-heeler type, the end of which was death.

One of the planks of the platform on which the present Administration floated into power was tariff revision. Most people realized that the tariff needed readjustment. They did not want a radical change; they merely desired to have the anomalies removed. And Mr. Laurier, in his pro-election speeches, promised this, and since coming into power he has reiterated it. But there is still one thing lacking.

No matter whether the revision is expected to be radical or moderate, the very knowledge that changes are to be made, of whose nature nothing positively is known, creates uncertainty. And following upon the heels of uncertainty comes business apathy.

A great deal of the business of Canada, as well as that of every other civilized country,

is based on contracts made months ahead. This is specially so in goods bought for import and in goods contracted for with the factories. It is obvious, therefore, that anything which tends to cast any uncertainty about prices three, six or twelve months hence must be a deterrent upon trade.

If the goods which are ordered to-day for delivery six months hence were to be sold then, not now, the uncertainty would not be a matter of such importance, but the trouble is that this is not always the case. Importers order goods to-day which will not, and cannot, be delivered for some months, but yet to-morrow travelers are out booking orders. If there is no tariff revision in contemplation it is an easy matter to figure out the cost, but the contrary is the fact when it is known that within a few months the tariff will be changed. Then not only is the importer in a quandary, but the retailer who buys from him is in a similar position. The result is partial paralysis of business. We are in this position in Canada to-day. Trade is improving, but that in spite of the fact that people are buying with fear and trembling, and only in a hand-to-mouth way in order to keep the body and soul of trade together.

No diagnosis is necessary to discover what is preventing trade from moving as freely as it otherwise would. He who runs may read what it is.

It is obvious then that all that is necessary is to remove the cause of the uncertainty. This none but the Government can do. It is the only physician. It is not asked to declare there shall be no tariff revision. There are anomalies in the tariff which must be removed if the trade of the country is not to be hampered.

The remedy is a simple one. It is that the Government shall declare that whatever changes may be made they shall not go into effect until six or more months from the date of the adoption of the Act authorizing them. **HARDWARE AND METAL** has been urging this for some months, and the vari-

ous Boards of Trade throughout the country have been passing resolutions praying for the same thing, but so far without effect. The Government have not, like Baal, the god of the Phœnicians, gone hunting that they have not been reached by these prayers, but still the desired answer is not forthcoming.

The Government should speak now. Some months hence, when the tariff is under consideration, will be too late.

We sincerely believe that the Government are desirous of avoiding the pitfalls of predecessors. And, probably, the reason that it has not yet complied with the wishes of the business men of the country representing different branches of trade and commerce, is that there is no Canadian precedent for such a thing. It was contrary to precedent for Lord Aberdeen to refuse to approve of the orders-in-council of the Tupper Cabinet in its dying hours, but he did refuse, and rightly so. Precedents should be given to the winds when they conflict with common sense or justice.

Common sense and justice demand that the request of the business men of the country regarding the tariff should be complied with. The late Government ran amuck of the business men by refusing to accept what they prescribed for the well-being of the country. It is to be hoped the present Government will not do the same.

A HORSESHOE MEETING.

The manufacturers of horseshoes held a meeting at Montreal this week, but owing to the absence of one maker nothing was done.

It is understood that the meeting was for the purpose of considering the advisability of a change in steel shoes, but for the above reason no decision was arrived at, and values remain as they were.

Later on, however, some alteration in the direction of lower prices is thought to be probable.

GERMAN SKATES IN CANADA.

GERMAN skates promise to be much in evidence on the Canadian market this season.

The skate manufacturers in Germany are, it appears, taking advantage of the expiration of the patent on the "Acme" skates and are now going extensively into their manufacture for the different markets of the world; and the Canadian market is by no means being left alone.

Samples were this week shown **HARDWARE AND METAL** in Toronto, and the skate is certainly a well-finished, nice-looking article. But the surprising feature about this skate is the surprisingly low price at which it is being placed on the Canadian market.

The tariff on skates is 10c. per pair and 30 per cent., and yet in spite of this duty the German article is being laid down here at something like 50 per cent. below the figure obtaining for the Canadian made article.

HARDWARE AND METAL has been informed that at least some of the jobbing houses in Canada are stocking nothing but German-made skates this season. The outlook is certainly not promising at the moment for the Canadian manufacturer.

WINTER FREIGHTS.

THE determination of both the big railways to impose winter freights after November 2, this year, has caused keen indignation in Montreal.

This question of winter freights and the date of their imposition causes talk every fall, but the sudden action of the companies this fall in advancing the rate is considered by the trade generally as entirely inexcusable. Accordingly, at a special meeting of the Board of Trade, the following resolutions were adopted :

That this meeting greatly regrets the action of the Grand Trunk Railway Co. and the Canadian Pacific Railway Co. in giving notice that their winter freight rates will become effective on 2nd November, merchants and manufacturers being generally agreed that the increase of freight rates at that early date would involve serious interference and hindrance to the business and trade of this city :

That contracts have been made for the delivery of goods, based upon the present railway freight rates, and that some of these goods are due to arrive in Montreal by steamers leaving Liverpool and other transatlantic ports as late as the first week of November, and that if the railway freight rates be advanced on the date announced, the Montreal importers will suffer loss :

That in the United States the railway companies make no distinction between summer and winter freight rates, the same rate prevailing throughout the year, to the great advantage of the business communities of that country ;

That this meeting therefore asks :

1. That the Grand Trunk Railway Co. and the Canadian Pacific Railway Co. will withdraw their joint notice making winter freight rates effective on November 2nd, and prolong the present rates until November 19th, inclusive, or until the close of navigation ; and

2. That both railway companies will consider, with a view to its adoption in Canada, the United States system of the same freight rates in summer and winter, it being believed that settled freight rates throughout the year would greatly facilitate the general business of this city.

Strong speeches were made in support of the resolution by J. A. Crathern, of Crathern

& Caverhill; J. G. Wilson, of Thos. Robertson & Co.; T. Fairman, of the Dominion Wire Co.; J. B. Learmont, of Caverhill, Learmont & Co., and Wm. McMaster, president of the Montreal Rolling Mills.

Whether anything will result from the meeting is uncertain. Previously the date of the change has been the 15th, and two years ago it was not until the 20th. There can be no question that the date is rather early, for inland navigation does not close until the end of November, so that with railway freights on the winter basis after the first, shippers will certainly, when it is possible, patronize the water carriers.

It is difficult, with this fact in view to understand the action of the railway companies. That it will restrict business at Montreal is certain. Jobbers there will not be inclined to do business from stocks in store, but will likely follow the course they pursue in the winter time, when it is a case of absolute necessity to ship by rail, that is, order the goods abroad and ship on a pro rate from Liverpool. The railways, therefore, will lose a certain percentage of business if they stick to their decision.

THE TARIFF CHANGES.

THE Hardware and Metal Association of the Montreal Board of Trade met on Tuesday to adopt and sign the petition to the Government in regard to the duties which **HARDWARE AND METAL** has already referred to.

There was some discussion previous to the adoption of the petition, in the course of which the suggestion was made that in the event of any changes, declines should not go into effect until a given period, but that all advances should take effect at once.

This method, it was pointed out, would enable traders to shape their business without loss to themselves and at the same time the Government would lose no revenue.

It was decided to embody the suggestion in the petition, which in effect is that new duties will not take effect before the 1st of July, and forward it to Ottawa.

STRENGTH OF LINSEED OIL.

The linseed oil market appears to be still maintaining its strength. To lay English oil down on the Toronto market to-day would cost about 45c. net cash for the article, while American, freight and duty paid, would cost 47c. Three weeks ago the latter could have been laid down at 38½c.

The stiffness of the market is owing to the scarcity and dearth of seed, which in Chicago has risen from 63½ to 74c. The Canadian dealers last week advanced the price of linseed oil 1c. per gallon, it will be remembered.

BACK FROM THE PAINT AND OIL CONVENTION.

MESSRS. P. J. McNally, of Sanderson Percy & Co., and A. A. McMichael, of the James Robertson Co., Ltd., have returned from the annual convention of the National Paint, Oil and Varnish Association, held in Philadelphia on the 13th, 14th and 15th inst., whither they went as representatives of Canada. They had a most enjoyable time, were given the freedom of the city, and police protection.

"I have been to many a convention," remarked Mr. McNally to me, "but I never saw a gathering of an abler or a more representative lot of men. They had brains, I can tell you."

"What was the feeling regarding the trade situation?" I ventured.

"They say everything hinges upon the election, and everyone is holding back until the contest is over."

"Being a national gathering, I suppose there were some silver men present?"

"Well, there was only one out of about 150 delegates. He was from Kansas. But he would not allow any politics to be talked. When any delegate began talking politics this Kansas man would jump up with the remark: 'This is a paint and oil convention; we allow neither politics nor religion here!'"

"Did anything transpire of particular interest to Canada?"

"Yes; there was some discussion in regard to reciprocity, and arose from a consideration of the question of forming an international association. They were earnest and honest in the matter, but it is evidently a jug-handled reciprocity that they want."

PROPOSED WHITE LEAD ASSOCIATION.

SEVERAL times during the last three years attempts have been made, without success, to revive the old association among grinders and jobbers of white lead. Another attempt is now being made.

Whether it will meet with the same fate that previous efforts have remains to be seen. At the moment the outlook for the consummation of the idea is not bright, some of the manufacturers and jobbers being in favor of the formation of an association, while others are opposed to it. The trouble, as one gentleman puts it, is, that there is lacking a want of confidence among those who would necessarily form such an association.

The cause of which this movement is the effect is the unsatisfactory condition of prices. In Great Britain the market for dry

lead is strong, and to lay it down here would cost about \$3.90 per 100 lbs. This means that ground into the regular merchantable article and put in irons and labelled it would cost about \$4.75. We have reference, of course, to pure English lead.

In spite, however, of the strength of the market manufacturers and jobbers in Toronto are this week freely quoting \$4.50, although \$4.75 is supposed to be the ruling quotation. It is said, however, that American dry lead is being used instead of English in some instances.

HARVEST TOOL SITUATION.

Stocks of harvest tools in the warerooms of the different wholesale houses appear to have been fairly well cleaned up this season.

"Very few tools will be carried over," remarked one jobber with whom HARDWARE AND METAL conversed. "And we are thankful for it, for we fully expect that the Government will attack the duty on harvest tools when they undertake to revise the tariff. The present rate is 35 per cent., and we expect to see a material reduction in that. Prices for harvest tools next season, will, no doubt, be very low on account of the improved machinery that is being brought into requisition, together with the keenness of competition among the makers.

NEW HORSESHOE FACTORY.

It is understood that the proposal to erect a new horseshoe factory at St. John, N.B., is being considered.

THE LIMIT OF ALL EXPERIMENTS.

The eminently practical world is awakening to the fact that its greatest savants are its hardest workers, says Electrical Age. It is beginning to understand that the laboratory is a workshop wherein some of the severest struggles between mind and matter daily occur, that the outbursts of genius are the result at times of mental exertion laborious in the extreme and paralyzing in its prolonged effect upon the ardent investigator—that facts heap up but slowly in spite of determination and unsparing toil. Shall we ever reach the limit of all experiments? In years that stretch forward to the vaults of infinity, the distance shall yet be as great. The Will o' the Wisp of fact will dance before the fevered brain and weave forever a web of fascination over mankind.

STRIKE OUT.

There are lots of people who are scrambling for the crumbs of trade who would be gathering the loaves and fishes thereof if they would strike out in another direction, independently and for themselves.

DROPS FROM THE EDITOR'S PEN.

Where brains do not exist money cannot abide.

The place for a clown is in the circus ring, not in the store.

"Fresh" clerks are productive of stale goods in the store.

Unsalable goods is a ghost which haunts many a merchant.

Free silver in the United States would mean contracted trade.

So-called short-cuts to affluence are usually quick runs to poverty.

A kind word will kill more enemies than ever harsh would obliterate.

The less credit you give to others the more credit will you have yourself.

Rivalry either sharpens a man or takes the edge off him completely.

Look after your trade association and your association will look after you.

Persistent hammering will drive business to success as well as a nail to its head.

He who slanders a good man is either exhibiting his ignorance or his prejudice.

Business, like wheat, needs to be cultivated in order to produce the best results.

If a man's avocation is what it shouldn't be he can never be what he would like to be.

It is not the occupation that makes the man, it is the man that makes the occupation.

Bad Times, like the Devil, is often blamed for working more evil than it really does.

A contemporary talks of money in rubber and wind. That is, of course, tired rubber and wind.

When business begins to look up you can depend that it is going to put on a little more speed.

Business is business; it is not waiting for Providence or friends to turn something up for you.

It is not upon the head of the debtor that all the sins for bad debts can be laid. When the debtor is sent out into the wilderness it

is only fair that the creditor goat should accompany him, at least occasionally.

There is more than one stepping stone to success in business, but industry is about the first.

A man with but one arm is not nearly as much crippled for business as he who is without patience.

The backbone of many a business has been broken because the merchant has not had a stiff upper lip.

Money can sometimes save a business from wreck, but it cannot in itself restore a wrecked reputation.

Tenacity is one of the characteristics of the bull dog that we can all copy without unmaning ourselves.

The winter is hastening upon us, but the sunshine of commercial prosperity appears to be getting warmer.

A business cannot exist without advertising in some shape or form any more than can a man without breath.

We all try to avoid the rough places of life, but he is an unfortunate man who has not had some hills to climb.

Sell a dead beat goods on credit, and nine cases out of ten you'll beat the doors of the court house in vain for redress.

If business were built up on losses, and not on profits, then would it be wise to cut prices and not foolish as it now is.

There is a living in the world for every man, but what he gets out of it will depend upon the tools he uses and the brains he exercises.

The man who tries to do more business than he is capable of doing is no wiser than he who eats more than his stomach can accommodate.

Wisdom is often gathered from the word or act of a child, and he is a wise merchant who learns to despise not knowledge from whatever source it comes.

The man who first asserted that honesty is the best policy evidently never was hired to write ads. for a departmental store.—Merchants' Review.

Nay, nay, my Christian friend. Lying departmental store advertising is, no doubt, the best policy as far as the interests of the legitimate dealer are concerned, but it is not for the departmental store itself.

A MILE LONG COPPER SHAFT.

A FRENCH engineer proposed last year to the directors of the International Exposition to be given in the French Capital in the year 1900 the digging of the hole to the depth of one mile. The idea was favorably received, but on investigation the magnitude of the undertaking became so apparent that the idea has been dropped. It will, therefore, be necessary for those who desire to descend a mile in the bowels of the earth to come to Calumet, for nowhere else on earth are there available openings of such depth, says a Houghton, Mich., letter to The Minneapolis Journal. Within less than a mile of each other in this mining town there are three vertical shafts, each nearly one mile in depth. The deepest of this trio is the Red Jacket shaft of the Calumet and Hecla copper mine, which has reached its full depth of 4,900 feet. Five Eiffel towers could be dropped down this hole, were it wide enough, and the top of the fifth would reach above the surface only to such a height as would allow it to be easily covered by the steel shaft house now being built over the monstrous hole.

The shaft was begun in 1889 and it has taken seven full years to sink it, showing an average progress of 700 feet annually, nearly all of which has been in blue trap rock, one of the most refractory of minerals. The conglomerate carrying copper was the bed of an ancient sea, and is composed of pebbles and gravel worn by the action of the water, such as are seen on sea beaches or lake shores, cemented into a solid mass by calc and silica. By the percolation of the waters and the decomposition of certain constituents of the rock, little cavities were formed in which were deposited small nodules of copper by the water.

The Red Jacket shaft is $15\frac{1}{2}$ by 25 feet in size inside of the timbers, and contains six compartments, being fully equal in working capacity to half a dozen mining shafts of ordinary size. The shaft is solidly timbered. The adamantine firmness of the rock rendered it secure for all time to come, the timbering being merely to carry the traffic of men and minerals, of water and electricity, which surges between the sunlight and the bottom. In four compartments will slip up and down the ponderous cages carrying 10-ton loads of rock at the speed of the express trains. Up and down these cages will also ride the men who mine the rock from the old sea bed. In one compartment will be the great iron pump pipes, and down another descends the steady current of compressed air which runs the drills a mile below the engine-house. Bunched in slender cables are the copper wires which convey electricity to light the recesses of the mine, threads of wire that afford telephonic

communication from the most remote drift to any other portion of the property, for the Calumet and Hecla has a telephone exchange of its own, which in size and perfection of equipment puts to the blush the facilities of many pretentious towns and which reaches every office on the surface and every portion of the great mine. There are fire-alarm wires, too, for the Calumet and Hecla spares no cost to make its employees as safe as skill and lavish outlay of money can render it.

The sinking of this shaft possesses deep interest from a scientific standpoint. Observers ascending to great heights in balloons have been able to secure data of surpassing importance regarding the meteorological condition, and observation made at the depth of a mile affords positive information. The Red Jacket shaft has shattered some of the deeply cherished theories, and there are textbooks now extant in the higher institutions of learning which must be overhauled because facts have succeeded theory. The mines of the Comstock lode in Nevada were the deepest in the world. The mines were very hot, and on the deeper level some of the more pious miners were quite positive that they smelled sulphur and refused to go further down for fear of encroaching upon the dominions of the devil. According to deductions, the bottom of Red Jacket shaft should be about the proper temperature to boil eggs. Careful tests have determined that the normal temperature of the rock is 87.6 degrees Fahrenheit at the bottom. The rock temperature at the depth of 105 feet was 59 degrees in 4,795 feet. There was, however, a gain of about 8 degrees in the temperature in the last 500 feet sunk, a much more rapid increase than at lesser depths.

Notwithstanding the beneficial effects of ventilation and compressed air, men working at the bottom of the deep shaft do not have an especially easy berth, though liberally paid. They are compelled to wear rubber boots and rubber coats, as the water found in the mines at that great depth is most corrosive on the human body.

There is machinery enough on the surface to drive all the street cars of a city like St. Louis at this single one of the eleven shafts, and it is housed in fire-proof buildings that would be the pride of a city of 100,000 inhabitants.

HE WAS NOT APPRECIATIVE.

The following story was told by a speaker at a dinner of hardwaremen, recently held in the United States, to illustrate the fact that it is not the man who sits still and waits for fortune to come to him, who succeeds in life. In the mountains of Kentucky there lived a young man, pretty well fixed finan-

cially, as it was common talk that he had \$5 in cold cash, over and above his skins, traps and gun. While considering an investment, he saw an advertisement in a week old Cincinnati paper, to the effect that there was for sale cheap a second-hand portable saw mill. Believing this to be his opportunity, he scratched on a postal card a request for the price. In due time he received a reply stating that the mill would be delivered f. o. b. Moontown for \$500. The answer, which is preserved by the Cincinnati house, reads as follows: "If a man had \$500, what in thunder would he want with a saw mill?" Now, although unable to buy a saw mill, the quotation convinced the Kentuckian that the place for him was where articles of such value were made. To-day if you go to Cincinnati the person who takes the most interest in showing the answer of the Kentuckian is the writer himself, at present secretary of the saw mill company.

WILL COMPRESSED-AIR TRANSMISSIONS PAY.

Capitalists who invest money for a return upon the outlay are, says Cassier's Magazine, very careful in considering the enthusiastic, although sincere, views of inventors; and even if it is reasonable that compressed air will eventually take an important place in the world's work, the investors who take the responsibility are very much in the position of the man who wanted to know how to tell toadstools from mushrooms, and was advised to eat them, and if he did not die then they were mushrooms. Obtaining, say, 10 per cent. or less of the heat value of coal in the form of power for available use is a sure thing well known, and, from the standpoint of facts, cheap. But putting Professor Tyndall's "mode of motion" into some other medium of transportation, and paying toll at both ends of the line, appeals to the man who pays the bills with a force not easily appreciated by the scientist. The losses met with in transforming mechanical energy into electrical energy, and sending it in this form over the trolley wire and into the car motor, or in investing the mechanical energy in the pull of a cable, are more than counterbalanced by many conveniences and economies; and now the hope that some incidental advantages in sight may be realized, and still a little better economy be obtained, is attracting attention toward compressed air.



SHOP WRINKLES.

WHEN getting samples of glue, put each in water and leave for twelve hours or more. The glue that has kept its shape best, without sprawling in every direction, is the best. A bad glue absorbs much water, and will expand almost half as large as when dry. Glue will bend without breaking previous to rain.

The brush trade is full of deceptions. An experienced hand will by touch tell if a broom or brush is all hair, or a mixture. But if ever in doubt, pull out or cut off a suspicious hair and apply a match. However well doctored, the deception will be shown at once. Hair will burn, roll up ball-like, with the well-known smell of burnt hair, while a vegetable substitute will consume, leaving the charred portion like a burnt match.

The oil trade is also one open to gross deceptions, unless you know the firm you do with as being above suspicion. When getting samples, put same in a freezer, failing that in the coolest place you can find. A friendly confectioner may do the freezer trick for you. I have known oils blended together of different gravities, and also those that will freeze or thicken one more than the other. As soon as cold is brought to bear you will note either two distinct layers of oil in the one case, or one portion frozen or thickened to a greater extent than the other. Hence, an oil sold as pure by this means is proved an adulteration. Samples kept till the winter will give evidence likewise.

Do not put rubber goods in a shop window exposed to the sun, or they will quickly perish. Hose and tennis balls are soon spoilt by heat. Put empty tennis-ball boxes in, and a notice to the effect that these goods are in stock but not shown in the window owing to the heat spoiling the same.

Do not expose in the sun or air-tight case that gets hot, any goods such as butter knives, jam spoons, etc., that have fancy handles cemented on. The heat will loosen every one. Solid metal can be shown instead. Cemented goods only safely so in the winter.

Do not put price tickets on woodware, such as bread boards, etc., nor on leather bags, or many other articles liable to fade. Place above or suspend from, never on, the articles, otherwise the sun fades uniformly all round and leaves an exact impression of the shape of the price ticket, unfaded. Let anyone who doubts it try it on a good bread platter, and see how a customer will reject it in consequence.

Do not put anything even of the weight of an ounce in the scale of a spring balance and leave it there. Nor should a spring

balance be ever hung up by its hook. To do one or the other for any length of time in a shop window, or store, tends to put the balance wrong by the continued strain, however slight. The inspectors demur quite enough about spring balances; do not give cause needlessly for it.

How often may be seen, both in trade lists and retail shops, the word pulleys spelt "pullies," also chimneys "chimnies." It should be pulleys, chimneys, for final y, if preceded by a vowel, makes the plural by adding s only. How few use the term baluster brush. Generally "bannister" is the word used, which is a corruption. Baluster is the only correct word.—Hardwareman.

CUTTING STONE WITH WIRE ROPE.

THOSE who have indulged in deep sea fishing know how the fish line cuts deeply into the hard wood of the gunwale as it is hauled in while taut. Even an iron protection, after a time, shows the wear of the rope, which is comparatively soft. This, says The Detroit Free Press, gives a clue to the invention of an Albany quarryman for cutting stone. Instead, however, of hemp, he proposes to use wire rope, and with this he will carve the marble and stone right out of its native bed. The wire is wound in strands and has a very rough surface, powerful machinery gives a strong and steady strain, and the stone, yielding to the constant wear, parts, with smooth edges. It would be easy enough to cut the blocks after they are removed from the quarry, but where the cleverness of the inventor comes in is in devising mechanism that can be applied to the stone while in the quarry. This is effected by sinking two parallel channels in the quarry to a depth of little greater than that of the lowest level of the stone to be cut. The channels may be from 20 to 100 feet, or more, apart. At the bottom of each is made a small hole to receive the foot ends of the shafts of the machine. This is the only preparation of the quarry that is necessary. The ropes, which are coiled on huge drums, are then passed around the channels, and as the drums revolve the cutting proceeds. Suitable brakes are provided for the regulation of the speed and pressure. The ordinary speed of the strand is 800 feet a minute, so that a mile length of it passes in six minutes. While the strand is moving, crushed stone or chilled shot and water can be introduced to increase the attrition. Far better, however, than either of these is a composition obtained from the tailings of a magnetic iron separator, which costs about one-tenth as much as the chilled shot. It does not leave the lines caused by the shot, and it can be used over and over again.

Do You want to sell Lead?

If you do don't handle The Sherwin-Williams Paints. They're displacing Lead very rapidly. It's only natural that they should. They're better paints in every way than any man can get by buying the Lead and mixing it himself—let him do it ever so carefully and well.

S. W. P. is made of Lead and Zinc—but good materials alone don't make good paint. It takes experience and skill in the mixing and grinding. These, assisted by the finest machinery of the kind that has ever been made, and the like of which is not to be found outside The S. W. factories, is what makes **S. W. P.** a better paint than can be mixed in an ordinary way.



Made in Canada by

The . . .
Walter H. Cottingham Co.
Limited,
Montreal.



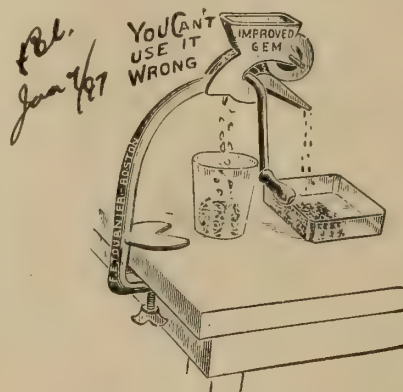
EAST KOOTENAY'S COAL FIELDS.

THE coal fields in the East Kootenay district, in what is known as the Crow's Nest Pass, lie in a southeasterly direction from Fort Steele, the distance to the nearest available coal being about 60 miles. These coal fields in the near future will have a world wide reputation, both on account of the quality and quantity to be extracted, and are without doubt the best coal fields in America undeveloped. The western outcrop of the field is on the side of a mountain in the valley of Elk river, "one of the largest tributaries of the Kootenay river." On the eastern side the coal seams have been traced a distance of 40 miles, with surface cross cuts made at intervals, showing the seams and walls. The lowest known seam is some 1,500 feet above the drainage level of the valley, and is 30 feet in thickness. One hundred feet higher there is another seam 30 feet thick. Then comes a seam 15 feet thick. Then a small three-foot one; then a seven-foot one; then another 30-foot seam. And above these are five more workable seams from four to ten feet in thickness. Eleven seams in all, making a total of 148 feet in thickness of coal exposed. These seams dip with the mountain easterly at an angle of 30 to 35 degrees, the upper seams having the least dip. There are three large creeks cutting this coal field, and the seams are exposed on the banks of these creeks, and openings can be made to mine the coal without much preliminary expense. The cuts made by the creeks are more valuable than so many tunnels to prospect the coal, because there is room to operate the mines on both sides of the creek, and the mines are proved to be permanent without any cost—in fact, nature did the prospecting. In addition to the coal on Elk river, further east, on Martin's Creek and other tributaries on Mitchell Creek, which is the fork of Elk river, there is another large body of coal above the Elk river field, but of smaller area, a great amount of the field having been carried away by natural causes through the different ages since the coal was formed. The aggregate of the depth of the seams of coal in the upper basin is somewhat more than on Elk river, so that if a shaft be sunk through the whole field there would be found 200 feet of coal in workable seams. It would be hard to find another field of coal with as much coal to the acre and so easy and cheap to work. The eastern outcrop of this field is near the summit of the Rocky mountains, the average distance from the western crop being ten miles, showing a coal field forty miles north and south by ten miles east and west, an area exceeding 250,000 acres. The coals in this field differ, owing, no doubt, to the different ages of

the coal, there being three different qualities. The lowest seams are anthracitic in their nature, while the upper seams are the bituminous coals. In between, both above and below the bituminous coals, are a number of seams of coal different from anything heretofore known. It is somewhat similar to cannel coal, but superior to any cannel known. These coals have been analysed and treated by different parties, among them being Prof. Holfman, Government assayer at Ottawa for the Geological Department, and the results as shown in the department reports prove that these coals would lose nothing by comparing them with the best coals of the same variety in Pennsylvania. —Fort Steele Prospector.

THE GEM RAISIN SEEDER.

Lamplough & McNaughton, Montreal, are now handling the Improved Gem raisin seeder. It is a simple machine. It can be clamped on the table when in use. The raisins are put in a small receiver at the top



of the machine, and the stones fall out from a spout in the bottom. Another opening allows the raisins to drop into a dish. It is arranged so that it can be easily taken apart to be cleaned.

ROSSLAND'S RAILWAY.

FEW people in Rossland or out of it have any idea of the volume of traffic over the Columbia and Western Railroad. A Miner reporter has been looking the matter up and finds that it is truly astonishing what Mr. Heinze's company is doing under all sorts of adverse conditions. The company is running two passenger trains daily each way between Trail and Rossland. These trains are usually uncomfortably crowded so that the number of passengers carried will probably average 200 a day.

Four and sometimes five ore trains make the round trip daily. These trains consist of seven cars with a load of from 10 to 12 tons each. On one or two occasions the amount of ore moved in a single day has approximated 500 tons. Besides this four cars of lumber are hauled daily from the sawmill near the Mayflower mine and extra

freights have frequently been run of late. These latter have now been discontinued as, owing to the blockade on the Canadian Pacific, the accumulation of freight has been cleaned up.

All this work is done with a very meagre equipment. The company's rolling stock consists of two light engines, three passenger coaches, one baggage car and about 30 flat cars and box cars. Additions will be made to this equipment in the near future. One engine of a heavier type as well as one or two passenger coaches and a large number of freight cars are understood to have been ordered and will soon be at work on the road.—Miner.

PUDDLING.

"Puddled bars" is a common trade term, but not every one knows what they are, remarks Engineer. Puddling consists of heating a quantity of pig iron in a furnace, exposing it to a current of air until almost molten, thus burning out the carbon, sulphur, and phosphorus by moving it about until the iron becomes pasty, and can be rolled into balls. During this process the whole of the carbon escapes as carbonic acid, and any sulphur and phosphorus is also oxidized. The balls are then taken to a squeezer to squeeze out any remaining cinder, and then to a steam hammer and drawn into blooms, which in turn are rolled into bars. These bars, when cut up, form the pile out of which the required size of iron is made. The piles are re-heated in the furnace, and rolled into bars of iron.

DEATH OF A HARDWAREMAN.

Mr. Edward Griffin, one of Ottawa's oldest and most respected citizens, died on Sunday evening at the Russell House, that city, where he had resided for over thirty years. Mr. Griffin was in his seventy-ninth year. He was born in Ireland, and came to Canada when quite young, settling in Montreal, in the employ of Frothingham & Workman. In 1844 he went up to Ottawa, then Bytown, and took over a hardware business there, in which that firm was interested, and which he conducted for nearly a quarter of a century under the name of Workman & Griffin. For several years he has been suffering from paralysis, and for the last eighteen months has been confined to his room. The funeral took place on Tuesday morning.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

... TORONTO

The name



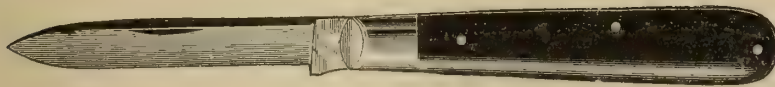
all
Butler's

TRADE MARKS



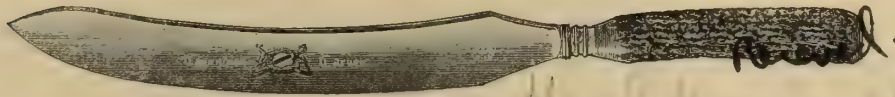
GRANTED
A.D. 1681

is known throughout the world for reliable **CUTLERY**

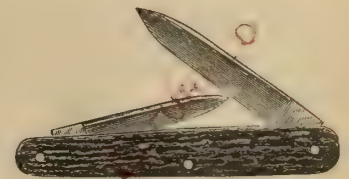
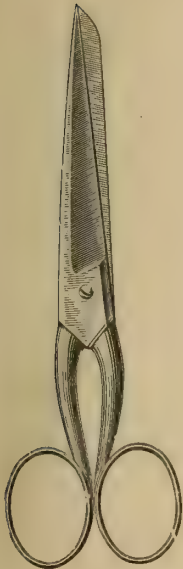


CELEBRATED "CAVENDISH" CARVERS

Registered



Butler's Famous "Keen" Razors.



1-2 IN., 5-8 IN., 3-4 IN. ROUND OR SQUARE POINT.

Our Prices Are Right

GRAHAM Cut and Wire Nails are the Best.

Orders Filled Promptly

H. S. HOWLAND, SONS & CO., TORONTO

We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

AN ELECTRIC STAIR CLIMBER.

MOST modern houses of several storeys are now, says Age of Steel, equipped with elevators, for which electricity is coming in vogue, as being cleaner and more convenient than hydraulic equipments. But in smaller houses of two or three storeys there is often no provision for the carrying of the inmates up and down stairs. The ascent of stairs in such cases may be a serious strain on the strength of invalids and aged persons, and it is surprising that before now no efficient means of meeting this difficulty has been presented in a practical shape. The electric stair climber seems to meet the case in a satisfactory way. It consists of a car running on two rails fixed at the top and bottom of the balustrade of the stairs, and a box upon which the person stands. The car is actuated by an electric windlass through a steel cable guided by rollers. It has the advantage of occupying in width only about 12 inches of the steps of the staircase. The person using the climber controls all its movements while standing on the box through the shifting of a lever under his hand, around which are marked the words: "Up," "Stop," "Down." Buttons upstairs and down enable the apparatus to be brought to any point where it may be required, so that a

person on the top of the house can, without assistance, cause the car to ascend and take him down. The car stops automatically at each floor, and only starts again on the moving of the lever, or, if empty, the pressing of a button on another floor. The motion of the car is perfectly smooth and gliding, and there is no chance of shock from the current. This will do for a straight way staircase, and the person can sit as well as stand.

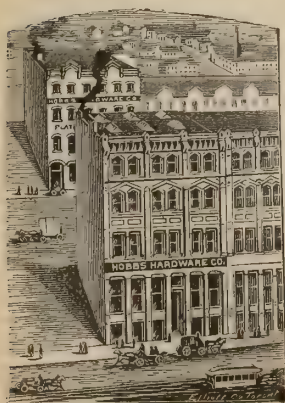
ADVANTAGES OF A GAS ENGINE.

As a gas engine requires no steam boiler, says Metal Worker, no space for the storage of coal, no handling of ashes and no expert engineer, its installation and operation present important advantages over a steam engine rated at the same capacity, especially in the heart of a city. Gas is now being furnished at a low price almost everywhere, and its cost is steadily being lowered with the improvement of gas-making appliances and processes. Those who introduce an electric plant of this kind to furnish light and power to themselves and their neighbors in the same block are able to operate without securing a franchise or permission from a City Council, as they cross no streets and perhaps expose no wires on the outside of buildings. A very successful installation of

this kind is in operation in Chicago in immediate connection with a restaurant. The gas engine not only furnishes power for an electric light plant in this and adjoining buildings, but also operates an ammonia refrigerating apparatus, which may be considered as utilising surplus motive power. The satisfactory results attending this and other ventures of a similar character are causing greater achievements to be projected on the same lines.

IRON TRADE PROFITS.

As showing the fluctuations in profits of iron manufacture in Great Britain—that there as elsewhere have their ups and downs—the Iron and Coal Trades Review is authority for the following figures. The statements are based on returns made by the assessors of the income tax. In 1862 the profits as recorded amounted to 1.1 millions sterling. In 1874 the figures were 7.2 millions. Between the years 1875-79 the profits ranged from 7.3 to 1.9 millions a year. The annual average from 1890-94 was 2.3 millions, the extremes being 3.1 millions in 1891 and 1.8 million in 1894. From these figures it is apparent that though much of national wealth and prosperity is based on iron industry of Great Britain and other producing nations, the road leading thereto is not without its rough places and its sudden turns.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

The Canada Paint Company

Limited

Montreal, Toronto and Victoria

Carriage Painters' Superfine Colors.

We manufacture from the first processes a full range of Carriage Colors, every line of which we fully guarantee for purity, fineness of grinding, brilliancy and permanence of color. They are far superior to imported colors, which they have almost entirely supplanted in this market.

PLEASE NOTE

THAT the colors are all of our own manufacture.

THAT the Japans in which they are ground are also manufactured by us.

THAT every batch of material for carriage work, whether Primer, Rough Stuff, Rub Lead, Fine Color or Varnish, is tested by competent experts before shipping.

THAT we make superior Rubbing and Coach Body Varnish, and carry well matured stocks at Montreal, Toronto, and Victoria, B.C.

NOTE ALSO

THAT our manufactures are for sale in every town from St. John's, Newfoundland, and Halifax, N.S., to Vancouver, B.C.

By ordering through our travellers, or by mail, our clients will receive prompt attention and save

TIME, PACKAGES AND FREIGHT

We sell every requisite called for by the *Painter, Decorator, Polisher and Finisher.*

THE CANADA PAINT COMPANY, Ltd.

Dampers

American, 6-in. and 7-in.
Excelsior, 7-in.
Perfect, 6-in.

Pokers

Buck Eye, N.P.
Alaska, Bent and Straight.

Lifters

Buck Eye, Bronzed and N.P.
Alaska, N.P.
Devore's, N.P.

Fire Shovels

Duplex No. 9.
70, 55, 57.
60, 65, 97.

Damper Attachments

Moore's.

SPECIAL VALUE

Jap. Shovels and Tongs in Sets, also Kitchen Sets

WRITE FOR QUOTATIONS

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

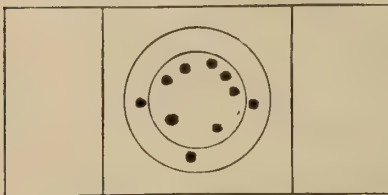
30 Front St. W. TORONTO

At Bisley, 1896, the Two Highest Scores

and the **HIGHEST AVERAGE** with the .303 Lee-Metford Rifle
in all the long range (900 yards) M. B. L. Competitions were
made with **"RIFLEITE"** Powder. Winning
Diagrams as under:—

Diagram of Target made by Sergt. T. Hills, 3rd Middlesex.

Distance: 900 yards. Bull: 3 feet.
Ten Shots. Highest possible, 50.



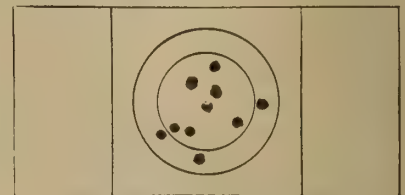
4 5 5 5 4 5 5 5 5 4=47.

THE RIFLE AGGREGATE CUP was also won by Lieut. Fletcher, 2nd V. B. Liverpool, with a total of 181 points out of a possible 200; his four scores of 47, 45, 44, 44, being each made on separate days. **The First Prize in the Henry Sporting Rifle Competitions**, (same as Dan Fraser in 1895, see above) also won in 1896 with **"Rifleite .303."**

"Rifleite" Powder was Equally Successful on a smaller scale at the Meeting of the **Irish Rifle Association**, held at Dublin in June last, where the two highest scores were made with **"Revolver Rifleite,"** by Mr. W. R. Joynt, who carried off First Prize in both Series 1 and 3, as well as the aggregate Championship.

Diagram of Target made by Lieut. E. L. Fletcher, 2nd V. B. Liverpool.

Distance: 900 yards. Bull: 3 feet.
Ten shots. Highest possible, 50.



5 5 4 5 5 5 5 4 4 5=47

"RIFLEITE" is made in seven distinct varieties, each thoroughly adapted for the special work for which it is intended.

"RIFLEITE .303."

For Sporting and Military Magazine Rifles, .236 to .315 calibre; and for Machine Guns of same bore.

"RIFLEITE .22."

For Rim fire Cartridges .22 short and long; also for Morris Tubes.

"RIFLEITE .250."

For Rook and Rabbit Rifles, .230 to .380 bore.

"RIFLEITE .450."

For Martini-Henry and for Sporting Express and Military Rifles, .360 to .577 bore; and for Machine Guns of same calibre.

"SHOT GUN RIFLEITE."

For Shot Guns, (Cone Base Cases)

"REVOLVER RIFLEITE."

For Revolvers, British Government pattern .450, .455, etc.

"BLANK RIFLEITE."

For Blank Cartridges.

Retail in Canisters or Cartridges, from all Gunmakers and Ammunition Dealers,
and Wholesale from the Sole Manufacturers,

THE SMOKELESS POWDER CO., Ltd.

Dashwood House, New Broad Street, London, E.C.

Works: Barwick, Herts.



FOR SHOT GUNS

Extra Hardened. Double Waterproof. Reliable. Safe. No Jar.
Hard Hitting. Quick and Strong, with Perfect Combustion.
The Favourite Powder. The Choice of Experts.

The Powder of Powders for a Variable Climate.

HIGH VELOCITIES. LOW PRESSURES.
... LONG RANGE ...

LEWIS BROS. & CO.

AGENTS FOR CANADA

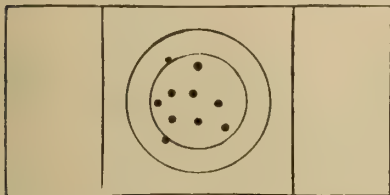
30 St. Sulpice St.

Montreal

FOR RIFLES & REVOLVERS SMOKELESS "RIFLEITE" POWDER IS THE BEST

"RIFLEITE '303," BISLEY, 1895. TOP SCORE AND TOP AVERAGE.

Diagram of Target made by W. G. Hay, 2nd V.B. Liverpool. Distance—900 yards. 10 shots. Highest possible—50. Bull—3 feet



5 5 5 5 4 5 5 5 4 5 = 48 out of a possible 50.

The ammunition which made the above excellent score was loaded with 38 grains weight of "Rifleite '303," with Service Bullet of 215 grains, complying with Government specification in weight of bullet and muzzle velocity.

The 48 of Private Hay was the top score in all the 900 yards '303 M.B.L. competitions. He shot with a Government Pattern Lee-Metford, with ordinary military sights, without spirit level.

RESULTS Are Strong Arguments!

BISLEY RECORDS

1895 and 1896 Speak for Themselves!

AT BISLEY, 1895

Top Score and Top Average

In all the 900 Yds. M.B.L. Competitions.

"RIFLEITE '303," BISLEY, 1895.

The DAN FRASER COMPETITION at the RUNNING DEER, with the DOUBLE '303 SPORTING RIFLE,

was also won by Lord Cairns with "Rifleite '303." Lord Cairns' score, as shown in the diagram, was 27 points, being a tie with the best on record with black powder. The "Bull" is only 6 ins. in diameter. The "Inner" is 14 ins.



Dan Fraser Prize, 110 yds; four runs of deer, two shots, right and left at each run.

Score:—3 4 3 3 3 3 4 4 = 27.

AT BISLEY, 1896, "RIFLEITE" SWEEPED THE BOARD with a record of 105 PRIZES, being more than all the other Nitros combined, including **FOUR HIGHEST POSSIBLES** in the Revolver Competitions.

BISLEY REVOLVER SERIES 4

Distance: 20 Yards.

Bull: 2 inches.

First Prize, won by W. R. Joynt, I.R.A.

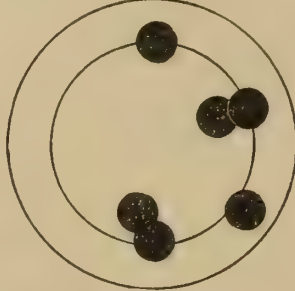


BISLEY REVOLVER POOL

Distance: 20 yards.

Bull: 2 inches.

First Prize, won by Lieut. C. E. Etches, 1st R. Warwick Regt.

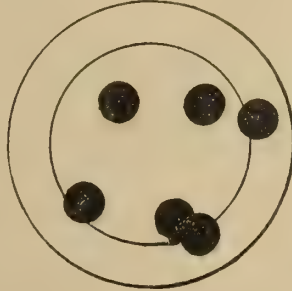


BISLEY REVOLVER POOL

Distance: 20 yards.

Bull: 2 inches.

First Prize, won by W. R. Joynt, I.R.A.



BISLEY REVOLVER POOL

Distance: 20 yards.

Bull: 2 inches.

First Prize, won by Lieut. Staunton, 2nd Wilt's Regt.



FOR SHOT GUNS

For LONG RANGE GAME SHOOTING use



POWDER

EXTRA HARDENED. DOUBLE-WATERPROOF. RELIABLE. SAFE. NO JAR. HARD HITTING. QUICK AND STRONG, WITH PERFECT COMBUSTION. THE FAVOURITE POWDER. THE CHOICE OF EXPERTS.

The Powder of Powders for a Variable Climate.

Lewis Bros. & Co.

AGENTS FOR CANADA

30 St. Sulpice
Street

MONTREAL

BUY THE . . .

"M" BRAND 1896**HORSE SHOES * AND * HORSE NAILS****AND GET THE LATEST AND BEST.**MANUFACTURED BY **MONTREAL ROLLING MILLS CO.**

N. B. —Send for our Horse Shoers' Catalogue.

**PREPARING FOR COMMERCIAL TRAVELERS.**

"TO my mind this subject is one of great importance to the hardware trade, and, in these days of ardent competition and rush of business, it is a subject which should keenly interest all ironmongers who consider themselves up to date," says a writer in Hardware-man. "For what ironmonger who wishes to be considered as being up to date would care to lose an opportunity of seeing and having explained to him the latest inventions and novelties, some of which, properly handled, may prove a great source of remuneration to him? And yet these advantages are frequently lost simply because proper arrangements for seeing the traveler have not been made beforehand. For when no such preparation has been made beforehand it often happens that the stock is hurriedly gone through while the traveler is waiting, with the result that when the stock has been taken and the order booked so much time has been taken up that the buyer would not be so likely to look over the new patterns (if any) with such interest and minuteness as he would otherwise have done. Now, I would suggest that a stock-book be kept, properly ruled and indexed. The index, of course, would consist of the names of all firms with

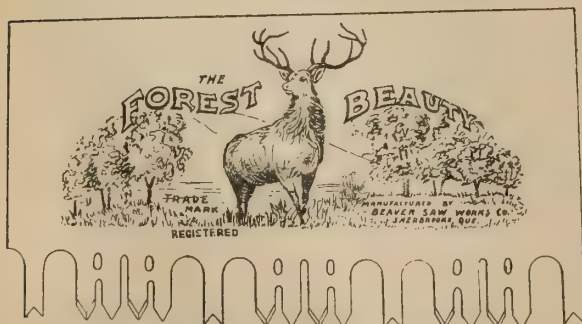
whom an account has been started, and who send a representative to call on their various customers. And now, presuming the stock-book has been indexed, I will endeavor to explain the method of keeping. I will suppose you are preparing for your cutler, and would suggest that the entries should take the following form :

BUTLER & Co.

Description.	20-8-96		
W. 53, Tab Kns	1 Doz.		
Dst. "	2 "		
Tab. Set.	1 1/4 Set.		
Dst. "	1 "		

You will notice that a space is left above each column for the date of taking stock to be entered in, and I may here add that, if thought necessary, the quantity of goods ordered can be entered in red ink (to distinguish from black) in the same column as that in which the stock is entered. This form of ruling will be found convenient for most stock required to be taken, and is especially convenient for nails, wire, bar iron, rain water goods, enamelled ware, brass foundry, tools, etc. The second and re-

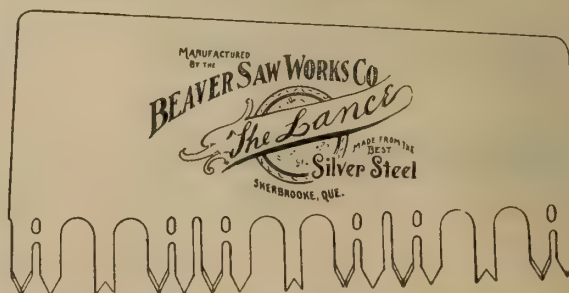
maining columns which I have left blank are reserved for the next journey in three or six months, as the case may be. The advantage of such a system is obvious at a glance, as you are enabled to see which patterns and sizes sell the best, and to note the fluctuations in the sales. If a stock-book be prepared in the way I have endeavored to show the rest is comparatively easy, for on receipt of advice from the firm the principal should give his assistant the stock-book, with instructions to take stock before a certain date, and when the traveler arrives you turn to your stock-book and the bulk or the whole of the order is placed without delay. It may be thought by some to entail a lot of work and trouble to index and rule a stock-book in the manner I have attempted to describe. Well, I grant that it necessitates a considerable amount of work at the outset, but this is fully compensated for by the amount of time and labor that it will afterwards save; but, to quote an old saying, 'The proof of the pudding is in the eating,' and I venture to assert that once such a system is adopted it will never be regretted, and, to speak from an assistant's standpoint with regard to this subject, I may say that it is quite a pleasure to know that when the traveler arrives everything is ready, and there will be no untidy shelves and parcels to put in order after the traveler has gone."

THE BEST AND CHEAPEST CROSS CUT SAWS

Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.
SHERBROOKE, QUE.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star. Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

AN UNIQUE BICYCLE AND RIDER.

WE noticed a crowd standing in front of Humphries' hardware store yesterday looking in one of the windows at a very interesting display of goods which he has for sale, and shown in the form of a bicycle and rider. The wheels are grindstones with non-puncturable pneumatic tires made of large rope. The front fork is an animal poke. The stick of this poke forms the lower frame bar and fork handles the upper frame bar; a shovel is used for a saddle; for the front axle wedges are employed; the handle bars are made of lead pipe, with dees used on the fork handles for grips, to which is attached a dash-board tubular lantern; the pedal cranks are the cranks used for grindstone fixtures, while steel rat-traps make the pedals; two pepper-boxes form the tool bag, while the coasters are formed of cranks used for sharpening lawn mowers.

The rider has a stew-pan head, a pudding-pan face, can-screw eyes, coffee-pot spout nose and patty-pan lips and teeth. This wonderful rider's body is composed of four dish pans, a stove pipe, to which the pans are attached, and two saucepans serve as shoulders; a large jelly mould poses as his hat, with a peak on it; heart-shaped cake-cutters are used for ears, while a dozen patty pans do duty as an immaculate shirt-

front; conductor pipe serves as arms, with round elbows at shoulders and wire potato-mashers for hands. For the legs several lengths of stovepipe are used, with elbows for knees. A circular thermometer takes the place of a cyclometer, and cake plate handles for toe clips. There is an electric bell on the handle-bar, which is ringing constantly. The whole outfit except the sprocket wheels is of regular goods from Mr. Humphries' stock and was constructed by Mr. Reuben Jackson and Mr. James Yorke, two of his employes, who were also the designers. We also noticed that the other two plate glass windows were beautifully decorated, one with banquet and other lamps and the other with saws, axes, sad irons, draw-knives, chisels, etc. Mr. Humphries made a good display for the fair.—Independent, Parkhill.

GEMS IN STEEL.

That the manufacture of hard steels may be attended with a by-product in the shape of diamonds is a consideration which has not yet been reduced to any practical element, and one that may cause some surprise. Several years ago M. Moissen proved that when iron was saturated with carbon at a temperature of 3,000 C., and afterwards cooled under heavy pressure, a portion of the carbon separated out in the form of min-

ute crystals, which were found to be true diamonds. In the Comptes Rendus it is stated that it occurred to M. Rossel that the conditions under which very hard steels are now made should result in the formation of diamonds. He examined a large number of the steels now made, and found that his theory was supplemented by fact. The diamonds are obtained by dissolving the metal, and then submitting the residue to the influence of concentrated nitric acid, fused potassium chlorate, hydrofluoric and sulphuric acids respectively. The diamonds obtained are almost microscopic in their dimensions, it is true, but they present all the physical and chemical properties which distinguish the true gem.

THE CYCLE BOOM.

The cycle boom has kept up remarkably well, and there seems to be a disposition on the part of many makers to believe that next year there will be a repetition of the phenomenal demand which has been experienced this. I was conversing this week with a well-known manufacturer of cycle-saddles, and he stated that his firm had already received considerable orders for execution next year, and that they still were extremely busy on these goods, though the great bulk of the orders were from abroad. It is fortunate that this is the case, for the manufacturer assured me that so far he had not received a single order for skate-straps, as ironmongers and others had been left with big stocks owing to the mild winter last year.—“Vulcan,” in Ironmonger.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR . . .

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 23, 1896.

HARDWARE.

THERE is only a moderate volume of business to note in the aggregate, for the reason that buyers stubbornly stick to their cautious disposition, manifesting the same timidity about stocking up any distance ahead. In the staple lines, such as plain and barbed wire, no change is noted. Wire nails have been in rather better enquiry; also cut nails, while horse nails have continued in fairly good demand. Horseshoes also are asked for pretty freely, and there is a possibility of some change in values on steel shoes. Tacks and screws meet a seasonable demand, and the same can be said of brass and copper wire, iron and copper rivets, sleigh bells, chain, cutlery and sporting goods of all kinds. Several kinds of tools also are freely asked for in a small way. Other lines are without feature.

PLAIN WIRE—There is little change in wire, demand continuing very moderate. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—As last reported. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—There has been more demand for these this week in five and ten-keg lots. Discounts, 70, 10 and 5 f.o.b. in Quebec, 70 and 12½ in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12½ in Maritime Provinces and British Columbia, and 67½ and 5 in Manitoba and the Territories.

CUT NAILS—The aggregate volume of orders was considerable this week though confined individually to small lots. We quote, as before, \$2.75 f.o.b. Montreal.

HORSE NAILS—There has been a good demand for these. Discount, 50 per cent.

HORSESHOES—Continue in fairly good enquiry with no change in prices, though some alteration in steel shoes is predicted. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, f.o.b. Montreal.

TACKS—There has been a fair enquiry for these.

SCREWS—A good seasonable demand is experienced. Discounts now are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business continues fairly active in both, with discount 12½ per cent.

CARRIAGE BOLTS—Quite a few orders were noted. Discount, 60 per cent.

IRON RIVETS, ETC.—Business is maintained in a fairly active state. Discounts, 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—There has been a more active demand for these, with the discount 50 per cent.

ROPE—There is little activity to report. We quote: Sisal, 6¼ to 6¾c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

SLEIGH BELLS—Continue in good jobbing demand.

CHAIN—There is a fair demand for coil chain, and cow-ties are still asked for in a sorting way.

CUTLERY—Both pocket and table receive attention, as well as all side lines. In fact, all kinds of cutlery are well enquired for in a small way.

SPORTING GOODS—Demand is very well maintained for guns, rifles and ammunition of all sorts.

SHOT—There is a good enquiry for shot at 6 to 6½c., with 17½ per cent. off.

CHURNS—There is a good demand for churns, with the discount 70 per cent.

CLOTHES WRINGERS—Quiet and unchanged at \$26.50.

TOOLS—Draining tools like spades and shovels are wanted; also broad iron shovels.

AXES—Moving out in a larger way. We quote: Ordinary, \$7; buck, \$5.75, and small steel, \$5.50.

TINWARE—All kinds of stove furnishings, especially coal hods, pokers, etc., meet with a steady demand.

IRON WARE—Both granite and enamelled ware are enquired for.

BUILDING PAPER—There is a better enquiry for building paper, but prices are still unsettled. We quote: Plain building, 30 to 32c.; tarred lining, 40 to 42c.; and do. roofing, \$1.40 to \$1.50.

CEMENT—Continues in active demand at \$1.90 to \$2.05 for English, and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—In fair enquiry at \$16 to \$21 per 1,000.



McClary "Belle"

A Cheap and Highly Finished Heating Stove for Coal.

Bright, polished Iron Body, with Brick Linings and heavy cast Dump Grate; Ash Pan; Legs bolted to Stove and cannot fall out; 7-in. Pot Hole for kettle; Swing Top, with Fancy Nickered Urn and Shaker.

Just the thing for a small room.

Height over all, 49 inches. Diameter of Polished Iron Body, 9 inches.

**The McClary
Mfg. Co.**

LONDON, TORONTO, MONTREAL,
WINNIPEG, VANCOUVER.

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. **Clothes Lines and Semaphore Wires.**

(Send for 1896 Catalogue—P. O. Box 2274.)

A Good Horse Nail

should combine the following qualifications: It should be made from the best material, which the experience of the best makers has shown to be Swedish charcoal iron nail rods; it should have the patterns and proportions such as will give strength where it is needed, and of such a shape as will enable it to be driven easily and correctly. All these features are to be found in the "C" brand horse nail. It is without a peer. If you want the best, order, and insist upon being supplied with, only the "C" brand.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.
For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

METALS

There has been no general change in the position of heavy iron and metals, demand for nearly every line being of moderate volume.

PIG IRON—This line has undergone very little change. American values have scored another advance, but the fact has not affected spot prices. Good-sized lots of Hamilton have changed hands at \$17 to \$18, according to grade, and Siemens at \$16.75 to \$17.

BAR IRON—The market continues easy on bar iron, and prices have been cut pretty sharply, car lots changing hands at \$1.45, and even this would be shaded. We now quote Canadian \$1.45 to \$1.50; and English \$2 to \$2.15.

HOOPS AND BANDS—Quiet and steady; domestic \$1.75 and British \$2.20 to \$2.25.

SHEET STEEL—Business quiet and stocks in narrow compass. Values are as before at \$2.60 to \$2.75.

SHEET IRON—There is a fair quantity of this moving on the basis of \$2.40 to \$2.50.

TINNED IRON—Quiet and unchanged at \$5.75 up to 24 gauge.

GALVANIZED IRON—There is little doing from stock and import orders are smaller than the average. We quote: \$4.35 to \$4.50.

LEAD PIPE—The demand is fair, but the change has not increased it to any extent. We quote: 7 to 7½c., with 30 and 5 off.

PIG LEAD—In moderate demand at former rates, \$3.15 to \$3.25.

PIG TIN—The easiness outside has at last affected spot prices, and sellers this week accepted orders for good-sized lots at a decline of ½ to 1c, and we now quote 14½ to 15c.

INGOT COPPER—Small lots move out at 12 to 13c.

SHEET COPPER—Without special feature, a fair demand being noted at 16c.

IRON PIPE—The demand for domestic has been rather better this week and makers also report fair orders. Discounts are: ¾ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—There has been a better demand for Canada plates, but though stocks are not heavy and prices have been marked up, it is not at all certain that old figures could not be obtained this week. We quote values firmer at \$2.25 to \$2.35.

TIN PLATES—Small orders have been received, but stocks are considered ample. We quote: Coke \$2.75, and charcoal \$3.25 to \$3.75.

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

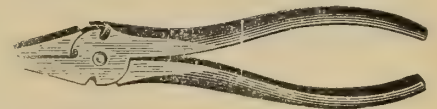
BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

HENRY BOKER'S



WARRANTED

Fencing Pliers

Unsurpassed in Quality and Pattern.

Rice Lewis & Son

TORONTO

Perfecto

As a varnish for hardware dealers fills the bill exactly. You can hand it out with entire confidence to your most particular customer. It'll please him every time. It works easy, dries right, looks well and wears well.

We guarantee every gallon of it to do this. We will refund your money immediately if it ever fails.

Mfrs. for Canada

The Cottingham Varnish Co.

LIMITED

Montreal.

TERNE PLATES—A fair demand is experienced for ternes, which we quote \$5.75 to \$6.25.

SOLDER—Without change, demand being fair at 11½ to 13c.

SHEET ZINC—Fairly active in a small way at 5 to 5¼c.

SPELTER—In small demand at \$4.50 to \$4.75.

ANTIMONY—Nothing to report and the price unchanged at 10c.

GLASS.

There is a good demand for glass, and with light stocks values have a firm upward tendency, though no quotable change has been established. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

The reports from India have added to the firm feeling on linseed oil, and while oil is still procurable at the old prices the feeling is very favorable to an advance. Business is not active in turpentine, but prices are firmly held. Lead products generally are higher in England, but no higher figures here are looked for until the close of navigation.

WHITE LEAD—Steady but inactive. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Fairly brisk and prices firm. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Without feature.

LINSEED OIL—Outside reports tend to increase the firm tendency of this line. We quote: Raw, 46c.; boiled 49c., net 30 days; 5 and 10 barrels 1c. less.

TURPENTINE—Quiet but very firmly held at 45c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—The advance is firmly maintained, and we quote at 47½ to 50c.

NAVAL STORES—Quiet and generally steady. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The firm feeling in heavy lines is retained. We quote as follows: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

There has been an active enquiry for petroleum and prices are steady. We

quote: Canadian, 16½c. and American 20c., in single barrels; car lots, of course, being had for less money.

ASHES.

There has been no further change in ashes since last week. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

MONTREAL NOTES.

There is a possibility of some changes in the price of steel horseshoes.

The Montreal wholesale hardware trade have petitioned the Government not to make any prospective tariff changes effective until July 1.

Bar iron has been cut rather sharply in its price at Montreal recently, having changed hands in round lots for \$1.45, and it is claimed that even this would be shaded if it meant the loss of an order.

The drought in India is apt to have a firming tendency on the market for linseed, and an advance in the near future will surprise no one.

The strength in turpentine is fully maintained, values having advanced 1c. over last week. This is quite a sharp rise in the aggregate since the first of the month.

The price of ingot tin has at last responded to the weakness outside and sales of lots between houses were made this week at a cut of ½c.

ONTARIO MARKETS.

TORONTO, Oct. 23, 1896.

HARDWARE.

TRADE is still fairly active, although opinions are somewhat divided amongst the wholesale trade as to its briskness compared with last week. At any rate there is a nice trade being done in seasonable hardware. The demand is particularly good for grain scoops, lanterns, cow ties, rope halters, snow shovels, cinder sifters, building paper and sporting goods. Axes are in little better demand, and a freer movement is reported in nails of all kinds. Fence wire is in much the same position as before. Payments are not bad.

ORDINARY FENCE WIRE—Nothing doing. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

PLAIN WIRE, ETC.—Quite a few good orders have been booked this week for plain wire; also for coppered spring. Outside of these lines trade is quiet. We quote: Tinnings, coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal or Hamilton; no freight allowance.

BARB WIRE—Trade in this line shows a slight improvement, but orders are still few and far between. We quote: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—These are moving out freely, shipments this week being larger than for some time. Discounts are 70 and 12½ Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—While the orders are not as numerous as they have been, there is still a fair movement. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

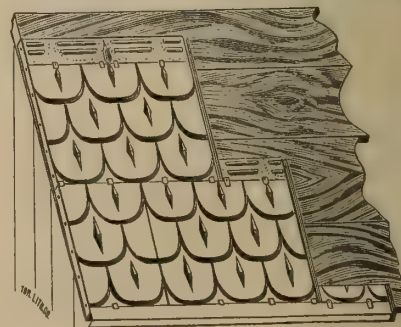
HORSE NAILS—Business is slowly improving. Discount, 50 per cent.

HORSESHOES—Some good orders have been received during the past week, nearly altogether for the iron. Very few steel shoes are being called for. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—The demand is moderate. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BRASS AND COPPER WIRE—Trade is just fair. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is still quiet. Discount, 60 per cent.

RIVETS AND BURRS—The demand keeps fair for both tinner's and copper rivets. We quote as follows: Stove bolts, 60 and 10; black and tinned tinner's rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

BRASS BUTTS—The list has been changed and the discount reduced, being now 17½ per cent. instead of 75 per cent. as formerly.

ROPE—The demand has been a little better, although business is still far from being satisfactory. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—There is a fair sorting-up trade being done, although the disposition is to buy the cheaper kinds of goods.

SPORTING GOODS—There is a big demand for guns and ammunition of all kinds.

CHURNS—Trade is much about the same as a week ago. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—There is not much doing. We quote \$26.50 for small quantities.

TOOLS—The dearth in grain scoops still obtains. Spades and shovels are in fair demand. Steel snow shovels are going out freely and orders are still being booked for future delivery. There is not much demand for hay knives.

AXES—Trade is a little better than it was, but there is still room for improvement. We quote \$5.25 to \$9 according to quality.

BUILDING PAPER—The demand is brisk, but prices named can be shaded for quantities. We quote: Plain building, 32c. per roll; tarred lining, 42c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—Trade in rope halters continues good and cow ties are going out freely. Cinder sifters and tinware specialties are going out well.

CEMENT—There is not a great deal doing. We quote Portland in car lots at \$2.35.

METALS.

Nothing particularly new has developed during the week. The pig iron market is quiet with prices firm. If anything, the demand for bar iron is a little better than it was. The same may be said with regard to hoop and band iron and sheet steel. The demand for black iron is much better than it was. This remark would also apply to lead pipe. A little better business is re-

THE "Empire" Patent Shingles

Made of Tinned Steel, formed into shape **first** and galvanized **afterwards**, are **warranted rust-proof** and do not require painting. Once used, always used. The neatest, cheapest and most durable roofing in the market.

YOU should handle them.

Made only by
Metallic Roofing Co.
LIMITED.
Cor. King and Dufferin Sts. **TORONTO**



ported in iron pipe. Trade has fallen off a little in tin plates. In coil chain there is a little more doing.

PIG IRON—The pig iron market is quiet with prices firm. No. 2 domestic is nominally unchanged at \$16.50, Toronto.

BAR IRON—There is some improvement to note, orders being more numerous this week than they have been for some time. Base price \$1.55 f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade, while a little better, can only be considered fair. We still quote \$2.25.

SHEET STEEL—Stocks are in a little better shape, and, while the demand is not as good as it was, trade is still fairly satisfactory. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; 26, \$4.

BLACK IRON—Business has been brisk during the past week, some large sales having been made. We quote as follows: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—For shipment from stock trade has picked up a little, and in an import way business is better, a large number of orders having been booked. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

TINNED IRON—Still quiet and featureless. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE AND TRAPS—Trade in lead pipe is considerably better than it was, although no large quantities are changing hands. Traps are also moving more freely, but very few of the orders are large enough to be entitled to the special quantity discount. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—The demand is a little better than it was, but trade is far from being satisfactory. Discount, 60 and 5 per cent.

PIG LEAD—Orders have been numerous, but for small lots only. Prices are as before, 3c. being asked for ton lots, and 3¼c. for small quantities.

INGOT TIN—There are no large lots changing hands. We still quote small quantities at 16c.

INGOT COPPER—Trade is also quiet in this line. The idea as to price is 11¾ to 12c.

SHEATHING COPPER—Has been in better demand, especially in the ordinary size, 16 x 14. Braziers' copper has also come in for a fair share of business, while roofing copper, on the other hand, is quiet. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Enquiries are coming in more freely. Discounts on Canadian pipe from stock are as follows: ¼-inch, 65 per cent.; ¾ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Quiet. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business is still fairly good. We quote: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade is still good. There are only a few of the dealers at outside points who have not yet received their import consignments. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—Trade has fallen off materially in shipments from stock, except in cokes and stamping plates. Prices are firmer, although quotably unchanged. We quote: Charcoal, M. L. S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Business has been quiet for some time, but it is now improving. Quotations on coil chain are: $\frac{1}{4}$ in., $4\frac{3}{8}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—There is not a great deal doing, but small orders are still being received. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Is still going out at prices named, namely, 5c. for cask lots and $5\frac{1}{4}$ c. for small lots.

ZINC SPELTER—Not much doing. We quote: Foreign, $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; domestic, $3\frac{3}{4}$ to 4c.

ANTIMONY—Only small lots moving. We quote: Cookson's, 9 to $9\frac{1}{2}$ c.; other makes, 8 to $8\frac{1}{2}$ c.

OLD MATERIAL.

Business has further improved this week, and there is a good deal of material coming forward. We quote: Agricultural scrap, 45 to $47\frac{1}{2}$ c. per cwt.; machinery cast, $47\frac{1}{2}$ to 50c. per cwt.; stove cast scrap, $27\frac{1}{2}$ to $32\frac{1}{2}$ c.; No 1 wrought scrap, 40 to 45c. per cwt.; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to $7\frac{1}{4}$ c per lb (bottoms), heavy scrap copper, $7\frac{1}{2}$ to 8c.; new light, 7 to $7\frac{1}{2}$ c.; light scrap brass, 4 to $4\frac{1}{2}$ c.; heavy yellow scrap brass, $5\frac{1}{2}$ c.; heavy red scrap brass, 6 to $6\frac{1}{2}$ c. scrap lead, 2c.; zinc, $1\frac{1}{2}$ to $1\frac{3}{4}$ c.; scrap rubber, $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

There is a good deal of window glass going out, but business is not altogether satisfactory, particularly in regard to prices, which are being cut a great deal. Primary markets are firm. A fairly good trade is being done in plate glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break,

\$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

As noted elsewhere, an effort is being made to revive the old White Lead Association. In the meantime, however, prices are being cut a great deal, and \$4.50 is now the ruling figure for pure white lead. Linseed oil is firm, with prices 1c. higher. The turpentine market in the South is easier, but no change has taken place here. The demand for both turpentine and linseed oil is firm. Castor oil is dearer in the primary market. Stocks are light locally, and higher quotations are looked for. A fair trade is being done in putty.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 46c.; ditto, 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; ditto, 5 to 9 barrels, 48c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to $32\frac{1}{2}$ c.

CASTOR OIL—In cases, $7\frac{3}{4}$ c. per lb. and $8\frac{1}{2}$ c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at $2\frac{1}{2}$ to 3c. in barrels and $4\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; $12\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

SEEDS.

The movement of alsike has been greatly curtailed during the past week owing to the bulk of the earlier threshing having been marketed. The market has been firm; in fact, prices have advanced a little. Fine qualities are quoted at \$5 to \$5.50 at outside points and lower grades at proportionately less figures of from \$4 upwards. Timothy seed is not moving to any extent in Canada yet, and prices are nominally \$1.20 to \$1.50 per bush. to growers. Red clover, somewhat in sympathy with alsike, is commanding little better figures than it was some time ago, the quotation now being \$5.20 to \$5.40 f.o.b. point of shipment.

HIDES.

The hide market is firm at the recent advance. Dealers are now paying 7c. for No. 1, 6c. for No. 2 and 5c. for No. 3, and ask the usual 1c. advance on these prices from tanners.

PETROLEUM.

Business is good in illuminating oils and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $15\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, $19\frac{1}{2}$ c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Toronto jobbers are experiencing a good demand for weather strips.

The list has been changed on wrought brass butts and the discount has been reduced to $17\frac{1}{2}$ per cent.

The works of the Whiting Co., at Cedar-dale, Oshawa, owned by the Willowdale Manufacturing Co., are being removed to Montreal.

So great is the demand for "Famous Active" ranges, "Famous Model" wood cooks and "Famous" base-burners that the McClary Manufacturing Co. have been forced to work overtime, and it is still with

NICHOLSON FILES

EXCEL

in Temper,
in Keeness of Teeth,
in Durability.

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.
NICHOLSON FILE CO.
BOX 4, PROVIDENCE, R. I., U.S.A.
Daily Production
5,000 dozen.

Send for
Catalogue
with

450 Illustrations
FREE.

Mention this Paper.

difficulty that the stock is kept up to the demand.

H. S. Howland, Sons and Co. are expecting a large shipment of lantern globes this week. This has been a scarce article for some time.

In a week or so the James Robertson Co., Ltd., will issue to the trade a new sectional illustrated catalogue of high-grade plumbing appliances.

The Rochester Lamp Co. have moved from 69 Bay St. to 24 Front St. W. Their fall catalogues are now out and they will be pleased to mail copies to those desiring same.

A shipment of Boker's Halifax pattern skates have just been received on the Toronto market, and samples are now in the hands of the travelers. The skates are well finished, and of up-to-date pattern.

UNITED STATES MARKETS.

NEW YORK, Oct. 23, 1896.

PIG TIN—Ten shillings decline in prices in London served to bring about further weakness here, this market being very sensitive to adverse foreign influences in view of the quite heavy importations latterly and more reserve on the part of buyers generally. Spot lots of Straits could have been secured at 12 75c. from store, and nearly, if not quite, as low on f.o.b. terms. November contracts were offered at down to 12.65c. and December at 12.60c., but those prices failed to arouse speculative interest in the least. The only redeeming feature was that holders of actual tin did not offer at prices as low as those quoted on contracts or manifest unusual anxiety to sell.

COPPER—The market is very quiet. Shipments on old orders are meeting foreign trade requirements to a great extent and recent purchases by home consumers have so far covered requirements in that direction that orders come in for small parcels only. However, no great amount of copper is being offered for early delivery, and while over 10½c. may not be reached on actual business in Lake Superior ingot, offerings at under 10⅝c. are strictly exceptional, and, in quarters mere official quotations are sometimes manufactured, bids of 10.50c. for deliveries the balance of the year were recorded. Electrolytic sorts were quoted at 10½c. upward, but did not appear to be salable at over 10⅜c., and for casting stock better prices than 10¼ to 10⅜c. were realized on small trades only.

PIG LEAD—No improvement was experienced in the demand and dealings were confined almost wholly to lots of a few car loads for early delivery or prompt shipment. Sales were mostly at 2.72½c. for carload

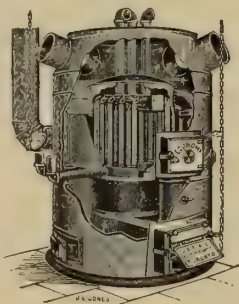
Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**



The Economy Combination Water and Air Heater.

The Dealer Who Sells our

ECONOMY FURNACES and HEATERS . . .

Has the assurance of the most satisfactory results, both to himself and his customers. Our lines are complete and varied—Warm Air Furnaces, Combination Heaters, Wood Furnaces, Soft Coal Burners. They are the best goods in their line that ingenuity can construct or money will buy.

Send for Catalogues and Discounts.

J. F. PEASE FURNACE CO.

Heating and Ventilating Engineers

189-193 Queen St. East **TORONTO**



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known

Popular

Reliable

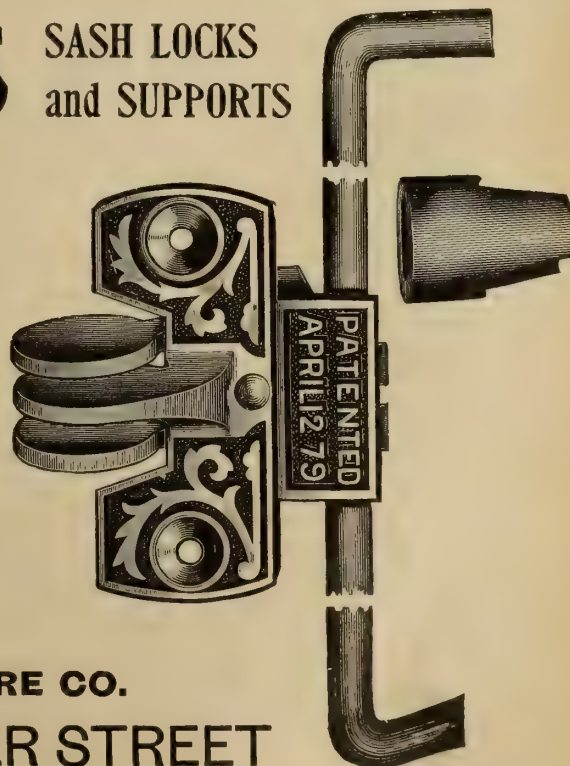


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



lots, which price was generally bid, and 2.75c. asked. At the close London cable quoted £11 1s. 3d. for soft Spanish.

SPELTER—A very moderate business only is being effected here in this article, and enquiries are not only few, but for small lots. The trend of prices seems to be somewhat in buyers' favor, but no business is reported, nor do open offers appear to be made at less than 3.65 to 3.70c. for prime Western delivered here or at common point. London cable quoted £16 12s. 6d. for good merchant brands.

ANTIMONY—Sales are still on a moderate scale and prices more or less in buyers' favor. Regulus quoted at 7¼ to 7¾c. for Cookson's, 6¾ to 6½c. for Hallett's and 6¾c. for Japanese.

TIN PLATE—The response to best inducements for orders for American plates for future delivery is rather slim. In fact, buyers generally seem satisfied with covering well defined wants and leaving the future for later consideration. Hence, previous low prices prevail for ordinary makes of both cokes and ternes. Foreign plate is held firmly, because of light stock here and small offerings for future delivery.

IRON AND STEEL—In the pig iron market merely ordinary business with consumers is being expected, and the transactions are mainly at prices in line with those that have ruled for some time past. Some effort to enliven interest in southern warrants is continued, but deals moderate and confined mostly within a circle where ventures have been most conspicuous for some time past. The buying price is generally limited at under \$6.50 (in warrant yard) for No. 2 foundry.

Old iron rails were in somewhat better demand, but bids above \$12.50 were the exception, and few lots, if any, could have been secured at less than the basis of \$13.50 f.o.b. Jersey City. Similar conditions prevail in the instance of old steel rails. About 1,000 tons old car wheels have been quoted recently at prices on the basis of \$11 delivered to buyers' works. Small lots of street car wheels sold at \$11.50 delivered. No. 1 wrought scrap is slightly firmer, and light, or No. 2, wrought was sold at \$7.50 f.o.b. Jersey City. Other old material remains very quiet.

BLOOMS FROM SWEDISH CHARCOAL IRON.

A Birmingham manufacturer is preparing to produce Swedish blooms from Swedish charcoal iron. Swedish steel blooms are now quoted at \$125 per ton, while before the great rush in tube manufacture they were delivered in the south at half that price. David Mannermann, of the seamless tube fame, predicts that for some time to come

the tube makers of the world will be wholly unable to meet the demand for their commodity if depending on imported material. Hereafter, little foreign tubing will be used in construction of American machines, however, as home industry, as soon as requirements covered abroad for 1897 are filled, will step into a new field and fill it at a largely reduced cost to home consumers.—Journal of Commerce, Chicago.

PERSONAL MENTION.

Mr. E. B. Fielding, city traveler for H. S. Howland, Sons & Co., is again back to business after a short illness.

Mr. E. R. Dorken, of Dorken Bros., Montreal, is making one of his usual tours of Ontario. He was in Toronto on Thursday.

Lance Silvester, an old Toronto boy, who was formerly connected with the firm of M. & L. Samuel, Benjamin & Co., arrived in Toronto on Friday last after an absence of four years in the west. Lance is on the road for the Marshall Wells Hardware Co., of Duluth, Minn., and has lately been through the great Rossland-Kootenay country in the interests of his firm.

Mr. A. A. McMichael, vice-president of the James Robertson Co., Ltd., has returned from a week's trip through several of the large American cities. He visited some of the largest paint manufactories, as he is always in search of new ideas to improve upon the already well-equipped paint plant of the company in Toronto, but claims there were but few things that suggested themselves in any way superior to those under his own management, while in many respects the comparison was entirely in favor of the plant of his own company. This certainly bespeaks progress and the production of good paint for this enterprising firm.

AN UNCANNY BATH.

I wanted a bath in a North Carolina hotel, remarked an American traveler on the occasion of his last visit to his house here. I rang for the bell boy—there was but one—and when he arrived I asked him if they had a bath tub about the house.

"Yes, sah; nice ones, sah," he said.

"Bring me one."

In a few minutes the boy returned, bringing on his shoulder a coffin, with silver-plated handles and a lid all complete.

"What does this mean?" I asked indignantly.

"Dat's de bath tub, sah. De landlord used to be in de undertakin' business, sah, and had some coffins when he took dis hotel. His son is a tinner, sah, an' jess lined de coffins wid tin. Try it, boss. You'll find it berry nice."

Conquering my repugnance, I opened the lid and found the coffin lined with tin, as stated, and I took the bath, but I didn't feel just right about it.—Hardware.

TRADE CHAT.

McKEOUGH & TROTTER, of Chatham, have just shipped a mammoth steam plough to Leamington, to be used on Allister McKay's Point Pelee farm.

Chatham has decided to put in an electric fire alarm system.

The Sebringville Flax Co. have handled about 800 tons of flax this season.

A gang of men have started to lay the bricks of Walshaw's factory, at Bolton, Ont. Henry Black has the contract.

The new furniture factory at Aylmer will be run by the D. S. Cluff Co., which is principally composed of Goderich capitalists.

The executors of the estate of the late John Speight, Acton, are finally winding up the estate, which has been in liquidation the past two days, this week.

The Bell Telephone Co. is putting in a new metallic copper line from London to Sarnia. The construction gang is now at work between Watford and Wyoming.

Wm. Jenkinson, of Port Huron, who died suddenly in Detroit, is said to leave \$500,000. He was principal stockholder of the Grand Trunk Elevator Co., and a large stockholder of the First National Bank.

It is now learned that the action of the fire underwriters in reducing Chatham to class C is only temporary. The reinstatement will take place as soon as the motion passed by the Council to comply with the requests of the association is carried into effect.

The Grand Trunk pays the following tariff for right of way through the Sarnia tunnel: For each passenger car, including baggage and express cars, loaded, \$2; freight car, loaded, \$1; freight car, empty, 50c.; new locomotive, \$7.50; new freight car, \$1.50; new van, \$1.

A. Northey and W. J. Ryan, 65 Augusta street, Hamilton, have invented devices for protecting railway trains from being wrecked owing to wash-outs, and from being derailed owing to misplaced rails. The devices are in the form of automatic signals, warning engineers of the danger in time to prevent accident.

A protest has been received by the Dominion Government from the Montreal Corn Exchange against the present conditions in the Lachine canal, which are claimed by them to greatly impede navigation. It appears that there has been a good deal of dredging done, and that in some cases this has temporarily hurt navigation. The Government's engineers report that the contractors are all doing what is in their power to get the work through in the best possible way.

Established 1860.

Incorporated 1895.

Blue Flame Oil Heaters

NO SMOKE

NO SMELL

You can stay in the same room with the Blue Flame Heater without requiring to open the windows and doors to let the smoke and smell out.

Send for Sample.

The Thos. Davidson Mfg. Co.
Limited.
.. MONTREAL ..



HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

They're popular everywhere

AND NO WONDER!

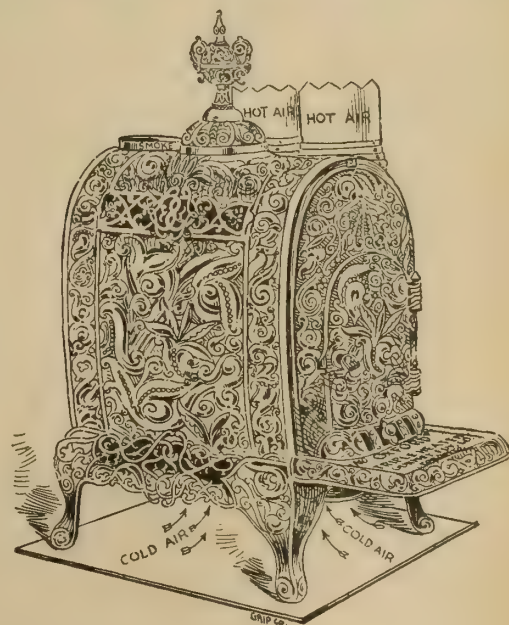
"OXFORD" TRIPLE HEATER



is a wood stove which does the work of a furnace. The only **TRIPLE** Heater made; it has tubular spaces directly over the fire, through which the cold air passes, becomes heated, and is then distributed **DIRECTLY** by means of pipes wherever needed.

THE "OXFORD" AIR-TIGHT

is the latest and best coal stove made; has a firepot like a furnace, covered by an ornamental casing. It is unequalled for power, ease of management and handsome appearance.



The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

WINDOW DISPLAYS FOR STOVES.

IT is astonishing to notice, remarks Stoves and Hardware Reporter, how little attention is given to the matter of suitable backgrounds in the average window displays of stoves or hardware. Merchants in these lines generally seem to think that the goods themselves, with some little attempt at effective arrangement, are sufficiently attractive. As a consequence the average display in these lines has a dismal effect on the passer-by, the dead effect of the preponderance of black surface presented being only relieved by the nickel ornamentation on the stoves, the bright steel surfaces in hardware and cutlery and what tinware and aluminum ware is shown. If an attempt at background is made, black is usually considered the only thing suitable. There is a crying need of backgrounds that have life in them. Even in the case of bright steel goods, which the average hardware dealer thinks it impossible to show properly on anything but black, there are warm deep colors which will bring out the goods just as prominently, will serve to attract the eye better than black and will not show dust and dirt as will black. It is a fact attested to by window dressers in many lines that a deep orange is one of the most effective backgrounds for displays of goods, other than fabrics, which present mostly dead black surfaces. It is one of the most penetrating colors. Glance down the street at a fruit stand and the oranges on it catch the eye before anything else. The efficacy of orange can be seen in its extensive use in shoe windows. It is probably the best color that can be used for a window in which stoves, which have but little nickel work on them, can be displayed. If there is much nickel other colors are best, and will be indicated later.

A good stove and cooking utensil window can be made by setting the stove or stoves in the centre and front of the window and constructing semi-circular shelves in the back. These shelves and such portion of the back wall as is not taken up by them, should be draped in orange cheese cloth, plaited on the wall above or below the shelves and on the background of the latter. On the shelves themselves the cloth is placed smoothly but puffed at the edges. On the shelves place the kitchen utensils, skillets, stew pans, tin and granite ware, etc., taking care that the goods having bright surfaces are not in a group by themselves, but distributed among the darker goods. Small kitchen implements can be suspended from the edges of the shelves between the puffs of the cheese cloth, care being taken that they are not so numerous or large as to obscure the goods back of them. A good covering for the floor of this window

would be linoleum or oil-cloth with dark brown ground and yellow figures. In case the stoves are nickeled, and bright surfaces greatly preponderate in the goods shown on the shelves, it would be better to use maroon (a dark shade of red), dark blue, or even a very dark green. In this case the oil-cloth could still be brown with figures the color of the background. Better effects in these colors, which are very rich, can be obtained in cotton flannel than in cheese cloth. Cotton flannel costs from 7 to 15c. a yard.

A very good display can be made by draping the back of the window in cloth, plaited from top to bottom, with festoons of the same color along the top. In the middle of the window erect an arch. For a window ten by ten feet, the arch should be about eight feet wide at the base and eight feet high. Place two uprights, three inches wide and four feet high, at a distance of four feet from each other. On these place half of a circle eight feet in diameter, made of three-inch strips, and you have your arch. The frame of your arch should be puffed in cloth the same color as the background. Under the arch place a stove. If it is a cooking stove, suspend cooking utensils from the top, and fasten them on the sides. If a heating stove, poker, shakers, coal hods, vases, shovels, tongs, etc., can be shown on the arch. As to the color of the cloth to be used and the colors in the oil cloth used on the floor, the same considerations as indicated in the first display referred to should be followed. If there is a pane of glass in the side of the window next to the entrance of the store, it would be best to show goods on the back wall of the window, but not so thickly as to obscure the background too much.

KILLING WHALES BY ELECTRICITY.

It appears, according to a contemporary, that electricity is now to be used for the purpose of killing whales. A dynamo with power-producing apparatus is to be carried by a whaler, and not used until the whaling grounds are reached. A big reel of insulated wire is provided, which is to be placed in a boat when a whale is sighted. One end of the wire is connected with the dynamo, and at the other end, which will be in the boat, will be a hard rubber stick about four feet long. The wire is carried through the rubber stick, and is attached to a piece of metal 24 inches long and 1 inch in diameter. This metal rod is sharp at the end, so as to penetrate the flesh of the whale easily. The combined rubber and metal rods will be used like harpoons, and when near the big fish the harpooner will throw the electric barb. At the time of striking the wire will carry a current of 10,000 volts. When the point of the needle strikes the whale a cur-

rent connection will be formed with the dynamo, the whale will get the full shock of the high voltage, and will be dead in the fraction of a second. At least this is the calculation of the enterprising captain of the whaler.

U.S. IMPORTS AND EXPORTS.

THE United States Department of Agriculture has issued a pamphlet containing records of foreign commerce of the last fiscal year compared with the records of preceding years. During the ten years ending June 30, 1896, the United States exported \$8,207,292,566 worth of domestic merchandise, which, increased by the value of articles of foreign origin re-exported—\$149,758,038—swells our total exports to the enormous sum of \$8,357,077,604. Our imports during the same period being valued at \$7,656,127,784, the total commerce of the United States, including imports and exports, for the ten years 1887-1896 amounted to \$16,013,205,388, or a yearly average of more than \$1,600,000,000. For the year ending June 30, 1896, domestic exports amounted to \$863,200,487, an increase as compared with 1895 of \$9,807,888. Foreign exports for 1896 amounted to \$14,978,509, an increase over 1895 of \$5,260,885. The total exports for the year were valued at \$882,606,938, an increase over 1895 of \$835,707,761. The imports for the year were \$765,612,778, an increase over 1895 of \$47,754,709. The total exports and imports for the year ending June 30, 1896, aggregated \$1,662,331,612, an increase over 1895 of \$122,823,482.

During the fiscal year just ended the American farmers sold to foreign nations \$570,000,000 worth of their product, a gain of \$17,000,000 over the preceding year. Agricultural products made up about 66 per cent. of our total exports in 1896 as against 70 per cent. in 1895, 72 per cent. in 1894, and 74 per cent. in 1893. That an increase in absolute value from \$553,000,000 in 1895 to \$570,000,000 in 1896 is accompanied by a falling off in percentage from 70 to 66 is due to the fact that the sale of our manufactured products grew proportionately much faster—from \$184,000,000 in 1895 to \$228,000,000 in 1896.

During the year ending June 30, 1896, we sold to the English-speaking people of Europe \$406,000,000 worth of merchandise, which is 46 per cent. of our total exports; and we bought from them \$170,000,000 worth of goods, which is 22 per cent. of our total imports. Considering as one customer for American products, all the ports of the British Empire in all continents, we find that they bought from us \$512,000,000 worth of goods, or 58 per cent. of the total exports.

A piece of machinery at the new gas works, which attracts a great deal of attention, is the ram by which the coke is removed from the ovens. The ram is 20 or 30 feet in length and is operated by machinery. It is situated at the back of the ovens and runs the length of the ovens on a track. When the coke is to be removed from one of the ovens the door on each end is opened and the ram is put through, forcing the coke out at the opposite end. The machinery in the main building is being placed in position.—Halifax Chronicle.



STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895

Manufactured in six
sizes for 1896.

LIGHTEST
STRONGEST
BEST and
CHEAPEST

IN THE MARKET.

The B. Greening Wire Co. Ltd. Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

CONCENTRATING THOUGHT ON BUSINESS.

DURING these days of political discussions a business man is likely to spend many of his precious moments in talking politics. This is a very bad habit and one that we Americans are prone to. Often a good sale is spoiled and a customer lost for all time because of his pet theory or idea having been criticised by a merchant or his clerk. Their ideas well made up on a subject are always of the kind that are easily offended. They carry a chip about, as it were, on their shoulder. This class of persons are just the kind that can be conciliated or won by the right word, or a little flattery, and if the salesman has the tact, that word or words can be said shortly and quickly without offence.

The merchant's thoughts and conversation should be confined as much as possible on his goods when dealing with his customer

and he should refrain from talking politics or other subjects on which people honestly differ.

Let it be his aim to know fully the advantages of the particular stove, machine or implement he sells, so that he can talk its advantages in comparison with other makes. He will find his time much more profitably spent in doing this than in comparing notes with his customer politically, religiously or otherwise. Let him read and talk on these subjects outside of business, and be, if possible, a well-posted man, but during business hours he should talk business in such a way that he will enjoy it, and others about him be enthused and enjoy it with him. He may display a sign in his store if he wishes, similar to the one noticed recently: "Our hours for discussing politics are before 7 a.m. and after 6 p.m.," or he may practise the precepts of this sign even if he does not care to display it.—Metal Worker.

NEWFOUNDLAND GOLD.

The Newfoundland correspondent of The Montreal Gazette writes as follows regarding gold development on that island: "No great progress has yet been made in developing the reported gold-bearing quartz of which I gave you an account in my last letter. The impression, however, grows that it is a reality, and the number of applications for licenses of search increases. A new quartz vein has been found 300 yards in length and 33 feet in width. It dips almost perpendicularly and, of course, the depth is unknown. The quartz from it has not yet been tested, but it is said to look well. It is one of the largest veins of quartz of which I have heard. An experienced mining engineer has arrived from England and is just now exploring the region. Should his report prove to be favorable, capital will speedily flow in to develop the deposits. At present we can only say matters look hopeful. Still the uncertainty attaching to all such discoveries must be remembered, and we must await further developments."

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

ABOUT TABLE FORKS.

It is difficult for us to realize what a comparatively modern invention the table fork is, says St. Louis Republic, or how our ancestors managed to get along without it. Queen Elizabeth never heard of such an implement, it having been many years after her death before the first set of "queer little two-tined knives, each forked blade being round and pointed, and made rather for lifting than for carving," were taken into England. A passage in the book called Coryate's "Crudities" has given many antiquarians the idea that the author of that work was the first to introduce table forks in the British Isles. In the passage cited he says: "While in Italy I observed that the Italians always used little forks, made of iron, steel or silver. * * * I thought it good to imitate this forked cutting of meat, and have since my return often been called 'furcifer' only for using my fork at feeding."

Some authorities on manners and customs believe that the fork was in general use all over Europe as early as the year 500 A.D., but if they were their use and the fork itself were lost sight of up to about the beginning of the seventeenth century, when the useful little table implement first became generally known and popular.

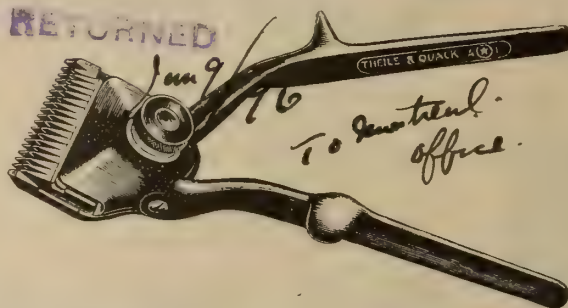
Walton, Weems, and other well-known writers on antiquities, hold to the earlier date given above—500 A.D.—as being the time when the fork was introduced. Part of their authority for so doing, probably, is based on the fact that a stone vessel containing coins of the middle ages and many iron forks were dug up at Sevington, England, in the year 1834.

FUNERAL OF MR. PHYMISTER.

The funeral of the late James Phymister, of the Londonderry Iron and Steel Co., took place Monday afternoon from the residence of his friend, A. C. Hutchison, Westmount, Montreal. Mr. Phymister's health had been failing for some months, and he had spent last winter in the South, but returned last spring. The news of his death last Friday produced a profound impression among his many friends here, who had found him during life an inspiration to them. He was vice president of the Presbyterian Sabbath School Association, and was the first superintendent of Chalmers' Church Sabbath School, which was organized by him just thirty-five years since, the anniversary occurring last Sabbath while he lay cold in death. A very large number attended the funeral services, which were conducted by Rev. J. McGillivray and Rev. G. Colborne Heine. The chief mourners were his son and son-in-law, Dr. Atchison, of Galt, Ont. Among others present were noticed Rev. A. B. Mackay, Rev. Professor Campbell, A. T. Patterson, John Turnbull, A. C. Hut-

chison, J. Harry Hutchison, George A. Hutchison, Daniel Wilson, Robert Brodie, P. Harrower, W. Hildred, D. Guthrie, P. S. Ross, W. Gilday, W. Fletcher, Wm. Angus, J. T. Henderson, Malcolm Thomson, Capt.

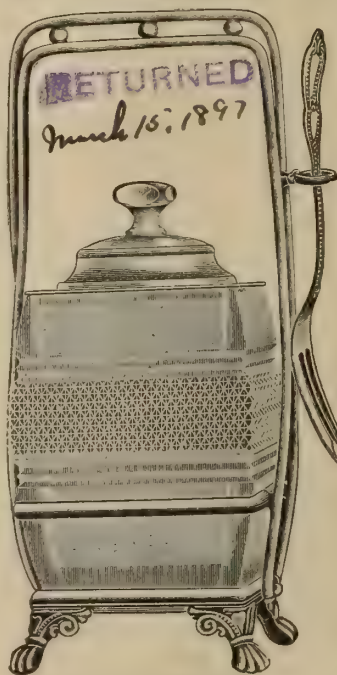
Ross, James Ross, R. Harvie, W. C. Jarvis, W. Clendinneng, Mathew Hutchison, D.C.L., Geo. Lockhurst, J. S. Murray, Dr. Shaw, James Shaw, L.D.S., W. Cairns, W. Drysdale, Mr. Niblo.



Toilet Clippers...

FINEST QUALITY.
**

LAMPLOUGH & McNAUGHTON
Montreal



NO. 0159—PICKLE.

NEW GOODS..

in every line
of our manufacture.

If interested, write for a copy of
our new Catalogue, illustrating

HOLLOW AND FLATWARE.

THE TORONTO SILVER PLATE CO.

FACTORIES AND SALESROOMS:

570 KING ST. WEST

TORONTO,

CANADA

E. G. GOODERHAM,
Manager and Sec.-Treas.

The New Rochester Lamp.

No Imitations are
"Just as Good."



Banquet Lamp.



New Rochester Mammoth Lamp.



BURNS WITHOUT ODOR.

New Rochester Oil Heater.

THE NEW ROCHESTER LAMPS

Are the most perfect
Central Draft Lamps in existence.

New 96-page Catalogue
Sent on application.

The ROCHESTER LAMP CO.

Canadian Office and Warerooms,
24 Front Street West, Toronto.

A HEAVY FAILURE.

A QUEBEC despatch of the 20th inst. says: One of the largest assignments in this district has just been made by the estate of Charles F. Bertrand and Charles Bertrand & Cie., of l'Isle Verte, Temiscouata County. The assets are put down at \$289,045, and liabilities, \$235,024. Messrs. Lefavre & Taschereau, accountants of this city, have been appointed provisional guardians. There are 226 creditors, including a large number of farmers, and the following firms appear on the list.

Ordinary creditors: Quebec—Thibaudeau, Freres & Cie., \$6,862; Geo. Tonguay, \$6,774; N. Rioux & Cie., \$4,867; P. Garneau, Fils & Cie., \$4,831; N. Lemieux & Fils., \$2,487; Jos. Hamel & Cie., \$2,283; Chinic Hardware Co., \$1,631; Whitehead & Turner, \$1,042; A. B. Dupuis, \$569; Renaud & Cie., \$512.

Montreal—Frothingham & Workman, \$5,710; J. G. Mackenzie & Co., \$3,392; James McCready & Co., \$2,010; Mark Fisher, Sons & Co., \$1,377; Wilbrod Pagnuelo, \$5,000; L. Gnaedinger, Son & Co., \$915; Robin, Sadler & Haworth, \$773; Hector Lamontagne & Cie., \$585; Lyman Sons & Co., \$500.

Fraserville—Peoples Bank of Halifax, \$13,285; Banque Jacques Cartier, \$7,312.

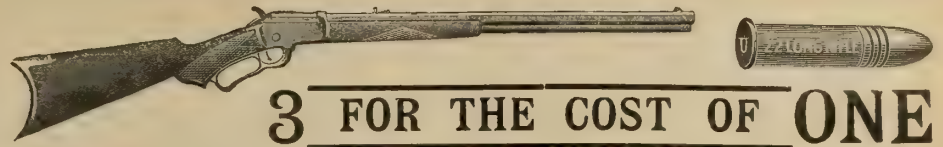
Hypothecary creditors—Estate G. Bresse, Quebec, \$10,300; Estate Ls. Bourget, Quebec, \$1,250.

Indirect creditors—Peoples Bank of Halifax, Fraserville, \$9,140; Banque Jacques Cartier, Fraserville, \$18,367; Banque Nationale, Quebec, \$2,643.

Among the assets are: Materials, tools, stock in factory valued at \$23,865; stock in trade, etc., \$20,833; book debts and current accounts, \$85,180; promissory notes, \$43,459; judgments and other titles, \$13,284; obligations and hypothecs, \$60,539; and property valued at about \$30,000.

ALUMINUM FOR PASSENGER CARS.

According to the journal Schmalspurbahn (Narrow Gauge Road), the management of the French state railways has obtained permission from the Minister of Railways for the construction and reconstruction of a number of passenger cars in which all the parts formerly manufactured from brass, copper and iron, with the exception of axles, wheels, bearings and springs, brake beams and couplings, shall be constructed of aluminum. The weight of a car provided with aluminum trimmings was 1½ tons less than that of an old-style car. It should be added that the French passenger coaches are much smaller than the American cars. As an ordinary train in France consists of 20 coaches, the weight of the train would be reduced by 30 tons, which means a considerable saving in operating expenses.



3 FOR THE COST OF ONE

The **MARLIN MODEL 1891**, .22 calibre, uses in one rifle without adjustment the .22 short, .22 long and .22 long rifle cartridges. Can be taken apart without using a single tool. Only repeater for the long rifle cartridge, the most accurate .22 calibre cartridge made.

Model 1891, .32 calibre uses in one rifle the .32 short and long rim and centre fire cartridges. ONLY .32 REPEATER FOR CHEAP AMMUNITION.

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

"GOOD CHEER"

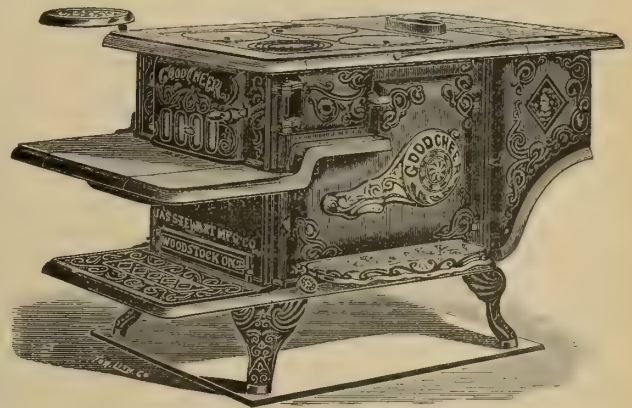
With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes square, two sizes
Reservoir.

Every 'Good Cheer' Warranted



WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

JUST A LITTLE BETTER THAN THE BEST.

McCready BICYCLES

A most modern wheel. Every advanced idea and right-up-to-the-hour improvement is introduced in the make-up of this favorite mount. 1897 models will be winners, and

WE WANT AGENTS

in all unrepresented districts. Will make the most liberal terms to men of the right sort. We mean to put McCready Wheels head and shoulders above all competitors—just the best that money and skill can make them. Write for territory, and write quick.

The R. A. McCready Co. Ltd. - Toronto.

C. A. A.

401.

THE CANADA PLUMBER AND STEAM-FITTER

THE plumbing and steam-fitting trade is fairly employed on small jobs, but a canvass of the different shops fails to find any who have received any new jobs that might be termed any other than small. The wholesale dealers in plumbers' supplies are fairly well employed.

Purdy, Mansell & Mashinter, who are supplying the heating for the Guelph Hospital expect to complete their work in about two weeks. Mr. Mansell was in the "Royal City" on Wednesday, when steam was turned on for the first time in the indirect system.

PLUMBING TRADE ITEMS.

The plumbing contract for the new interception works at Hamilton has been awarded to Fairley & Stewart.

Drapeau, Savignac & Co., plumbers, Montreal, have assigned. They will meet their creditors 27th inst.

Albert E. Bishop and James E. Madden have registered a partnership in Montreal to carry on business as plumbers under the style of Bishop & Madden.

The immovable assets of Blouin, Girard & Collard, plumbers, Montreal, have been sold.

A pleasant event took place Tuesday evening, when the employes of the Bennett & Wright Co., Ltd., presented their superintendent, Mr. George Clapperton, with a beautiful tea service, on the occasion of his approaching marriage. Mr. Dan McRae made the presentation, expressing the good wishes of all for the future happiness of the prospective bride and groom.

Building operations are particularly brisk this fall. From the work contracted for and the large number of buildings to be completed, it is evident there will be lots of work all winter.

A St. John, N.B., paper says: "Brown & O'Brien have gone into business for themselves at No. 38 Sydney street, four floors above No. 2 engine house, and are now prepared to do anything in the line of plumbing, gas-fitting, hot water heating, etc. Both Brown and O'Brien are most capable men, having served many years at their business in this city."

MODERN SEWER CLEANING.

Berlin, Germany, is in the foremost rank among municipalities for the thoroughness of its system of sewerage and sewage disposal. Its population, including the suburbs, is about 1,600,000 and its area 15,586 acres. Up to 1874 it had no sewerage

system. In 1894 the total length of its sewers was 462 miles, and over 22,000 acres of land was embraced in the tracts used for purifying the sewage of the city. The construction of the works has been followed by a fall in the death rate from 32 to 20.2 per 1,000. "The most surprising feature in this great work," according to M. Launay, the engineer, "is the rapidity with which it was planned: the methods, once studied out and adopted, have been followed without long or futile discussion with that force of will, that calm perseverance, that strong stubbornness and, in a word, that spirit of discipline which is marked in the German character."

The sewers of the city generally are cleaned once in every period of three nights and four days. The pipe sewers are flushed once in three days; one night answers for the examination of the masonry sewers, and for the other three nights the pipe sewers are being cleaned by the passage of a special broom through them. This somewhat antiquated method of cleaning has of late years given way to an automatic flushing device. This is essentially a dam made of planks and cut to conform nearly to the section of the sewer. This dam is made in sections, united by bolts, for convenience in passing it into the sewer, and is provided with rollers above and below, and is kept in an upright position by a rear brace and guide rollers. It acts as a dam, and permits the water to escape under a head through the opening at the bottom, cutting away and driving before it the sand in the sewers under $2\frac{1}{2}$ feet in height, into which it would be difficult for workmen to enter. Another new device is also being used in cleaning the pipe sewers on a similar principle. In this the plank dam is replaced by a cylindrical dam having a section equal to three-quarters of that of the pipe. To keep the open section down and to guide it, three heavy balls are made to roll in the bottom part.

BENEFIT OF ENLARGED SERVICE PIPE.

From W. C. O., New York.—I should esteem it a favor if you would publish a table or formula to find the amount of water that would pass through $\frac{1}{2}$, $\frac{3}{4}$ and $\frac{1}{4}$ inch taps of the style used in New York; also the amount of water that will pass through pipes about 30 feet in length from $\frac{1}{2}$ -inch to 2 inches, as I wish to determine the benefit to be derived from using large service on small taps, or increasing the old service from the front wall of the building to the fixtures.

Answer.—The conditions of water flow in service pipes are so variable in a large water works like New York, where the pressure in many parts of the city varies very greatly during the day, that no exact figures or table can be made that are reliable. A $\frac{1}{2}$ -

inch tap as usually made, should be equal to the area of a $\frac{1}{2}$ -inch pipe; a $\frac{3}{4}$ -inch tap equal to a $\frac{3}{4}$ -inch pipe, and the $\frac{1}{4}$ -inch in proportion, etc. The Croton water pressure in New York can nowhere exceed 40 pounds pressure, equal to a hydrostatic head of 92 feet, when the reservoirs are full. In the day time, in various parts of the city, the pressure falls to from 10 to 30 pounds per square inch in pressure. Without considering the friction in the service pipe a $\frac{1}{2}$ -inch tap should deliver 22 gallons per minute at 10 pounds, 30 gallons at 20, and 38 gallons at 30 pounds pressure per minute. If the $\frac{1}{2}$ -inch tap opens into a $\frac{3}{4}$ service 30 feet long the flow will be reduced to one-third, or about 7 gallons per minute, while if a $1\frac{1}{2}$ -inch pipe is used the flow would be about 18 gallons per minute. So that by enlarging the service pipe or enlarging the house pipes by one or two sizes a large increase in the flow will be obtained.—Metal Worker.

HOT WATER FROM STREET LAMPS.

The Liverpool Corporation Watch Committee, according to London Surveyor, has granted permission to the Hot Water Supply Syndicate, of London, to construct by way of experiment, three columns, by means of which, connected with the gas lamps in the streets, it is proposed to supply the public with hot water on the penny-in-the-slot principle. The syndicate has a patent contrivance for utilizing the waste heat from the gas of public lamps for the purpose of instantaneously heating water. During the hours of street lighting water is heated by means of a coil of metal pipe, with the flame of the gas. An annular tank is also fixed above the flame, and provides a store of warm water ready to be transferred through the hot coil. In the daytime, when the street lamps are not lighted only a small flash light is turned on full force for a sufficiently long period to heat one gallon of water, which is discharged from a cock at the base of the column. The water can be instantaneously heated in these columns up to 194 degrees Fahr., which is hot enough for all domestic purposes. This scheme would evidently be more attractive for towns using gas or oil lamps than for those advanced to the electric light era.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

ONE THOUSAND POUNDS STEAM.

A CORRESPONDENT in The Engineer has the following to say concerning high pressure steam :

I see that Hamilton, Frazer & Co., of Liverpool, have built the steamer Inchoma, which is to use 260 pounds steam—265 pounds on boiler—which is a very bold advance on the 180 pounds steam on the Campania and Lucania, of the Cunard Line. I venture to hope that some other firm will before long go in for 1,000 pounds steam. Jacob Perkins in his steam gun—invented in 1825—used steam from 700 to 1,200 pounds pressure, and continued it for many years, although his "generator" was only two flat iron plates bolted together with a very thin space between them. That space was filled quite full of water and then heated up to 500 or 600 degrees F. The gun was fired by letting out a drop of hot water at one end and forcing in a drop of cold water at the other end. Now, why should not that system be utilized at sea, where economy of coal and also economy of space are of great importance? One long pipe of small diameter, with a force pump at the lower end and connected at the upper end of the valve chest of the first cylinder, would supply 1,000 pounds steam with ease and perfect safety. The pipe being so thick would be absolutely "unexplodable," but of course would have a safety valve loaded, say, to 1,100 pounds. The Campania crosses the Atlantic in 130 hours, or less, and she uses 180 pounds steam. Such steam expanded 19 times down to 8 pounds into a vacuum produces, "theoretically," 15,847,184 foot pounds from each cubic foot of water boiled off at that pressure. But steam of 1,000 pounds, if expanded to 8 pounds into a vacuum—94 expansions—would produce, "theoretically," 24,375,225 foot pounds from each cubic foot of water boiled off at 1,000 pounds pressure. The Campania is said to burn 3,000 tons of coal in crossing from Liverpool to New York, with 180 pounds steam. But if she were fitted with boilers and engines suited for 1,000 pounds steam she would cross at the same speed and use much less coal in the ratio of the above figures, say, 24,375,225 ; 15,847,184 ; 3,000 ; 1,950 ; that is to say, she would save more than one-third of her coal bill and also save one-third of her stokers, and one-third of her coal trimmers, and be able to carry 1,050 tons more cargo.

A UNIQUE POWER COMPUTER.

Quith a useful mechanism has, according to an exchange, been brought forward in the inventive field by C. N. Pickworth, Manchester, England, namely, a power computer for readily obtaining, without calculation of any kind, the brake horse power,

the indicated horse power, and the mechanical efficiency of engines. Although primarily designed for power calculations of gas and oil engines, it is said to be equally serviceable to the steam engineer, while a not unimportant additional feature is the ready solution which it affords of all questions relating to the diameters and speeds of pulleys, belt and rope velocities, etc. Among the enumerated results which may be very readily obtained by means of this device are the brake horse power of any steam, gas or oil engine; the indicated horse power of any gas or oil engine, and, with a simple modification, of steam engines also; the dimensions of an engine to develop a given horse power, the mechanical efficiency and the piston speed of an engine; the circumferential speed of pulleys and the velocity of belts and ropes driven thereby; likewise the velocity ratio of pulleys and gear wheels of given diameter, etc.

ANTI-FRICTION BARN DOOR HANGER

H. S. Howland, Sons & Co. are just in receipt of a shipment of "None Better" barn door hangers. The hanger is anti-



friction, and will run on any length of track. It is strong enough to hang the heaviest doors; is fully covered; has cold roll steel axles and anti-friction rollers. It is so constructed that it is impossible for it to get out of order. It has been usual for the hardware

trade to carry hangers in three different sizes for different-sized doors and different lengths of track. H. S. Howland, Sons & Co. claim that one hanger of this style is all that is now necessary for the retail trade to stock. They will be pleased to have sample orders.

BECOMING A BICYCLE CENTRE.

There is no longer any doubt that Willenhall is destined to become in the near future an important centre of the cycle industry of the Midlands. The only wonder is that it was not one of the pioneers of the cycle trade, for ever since cycle making began at Coventry, Willenhall founders have supplied the necessary iron castings, and Willenhall steel steam-forgers have sent stamped steel "component parts" of cycles in large

quantity to the city of "Peeping Tom." Under these circumstances, and with a large and ingenious population of skilled mechanics, it is passing strange that Willenhall did not years since go in for the production of the "bike" complete. The town is now about to make up for lost time, and the production of finished cycles has been commenced in good earnest.—Hardwareman, Birmingham.

CELLULOSE FILTERS.

Professor Tyndall's idea, expressed many years ago, that filtration through a plug of cotton wool was a most efficient method of freeing air from microbic germs, led to attempts being made to sterilize water in the same way. Little success has hitherto been attained, but quite recently M. Henri Potevin claims that he has evolved a method of so constructing such filters that he can completely sterilize water in large quantities. The fibres of the cotton are finely powdered and sifted, and then suspended in water and allowed to settle. This they do in a compact mass, forming a paste, which, allowed to dry slowly, gives filter plates quite impervious to germs, etc. The best results are gained by placing the plates between two plates of sandstone or perforated metal, and if they are arranged in a battery, like the filter presses so commonly used in Europe for sewage sludge, etc., very large quantities of water can be rapidly sterilized. Periodical cleanings are necessary, as no matter what care is taken, the rule which holds good in all other filters serving the same end, that the microbes are able to get through the filtering material eventually by a process of growth, obtains. There is, however, no great difficulty in this, as the cells of the material are easily purified by a fresh pulping in boiling water.

RESULT OF AN ACCIDENT.

"The small size of the screw," said a noted ship builder to an exchange, "is not due to the perception of any inventor of its greater effect as compared with a larger one, but purely to accident. When I first engaged in the machinery business screws for steamers were made as large as possible, it being the theory that the greater the diameter the higher the speed. A vessel was sent to sea with a screw so large that it was deemed best to cast each blade in two parts and then weld them together. During a storm all three blades of the propellers broke at the welding, reducing the diameter by more than two-thirds. To the surprise of the captain, the vessel shot forward at a speed such as had never been attained before. Engineers then experimented with smaller propellers and discovered that they were much more effective than large ones. Had it not been for that accident we might have gone on using large bladed screws to the present day."

PARTNER WANTED.

JUNIOR PARTNER WANTED FOR AN ESTABLISHED wholesale business; must have a knowledge of hardware and metal trade, and at least \$5,000 capital. P.O. Box 678, Montreal. (45)

A Partner Wanted in a Good Paying Business

in British Columbia with cash from \$5,000 to \$7,000, rent free, must be able to keep a good set of books and a hustler. For information address

The Canadian Hardware and Metal Merchant

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL



We can only Emphasize the fact that if you have not got in a stock of

"SCIENTIFIC"
STOVE ENAMEL AND
STOVE PIPE VARNISH

you are simply not in it.

Western Agents—W. L. Mackenzie, Winnipeg.
Eastern Agents—W. S. Clawson & Co., St. John, N. B.
For sale by jobbers generally.

Telephone 2905 TORONTO.

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

"Korreet" Shape. Quality Guaranteed.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

SINCLAIR BROS., general merchants, Cartier, Ont., have assigned to Richard Tew, Toronto, and a meeting of creditors will be held Oct. 28th.

Frederick Isaacs, harness, Walkerville, has assigned.

O. O' Donnell, general merchant, St. Giles, Que., has assigned.

F. W. Wilkes, tinware, etc., Toronto, is offering to compromise.

David J. Smart, stoves, Toronto, has assigned to A. B. Dowsnell.

Price & Shaw, carriage makers, St. John, N.B., have suspended payment.

W. Lillie, general merchant, Belwood, has assigned to W. J. Stevenson.

J. E. Beliveau, general merchant, St. Leonard, has assigned to Lamarche & Benoit.

A meeting of the creditors of G. W. Detlor, general merchant, Tweed, is called for the 30th inst.

Bertrand, Chasse & Co., general merchants and manufacturers, Isle Verte, Que., have assigned.

F. W. Radford has been appointed curator of the St. Lawrence Machinery Supply Co., of Montreal.

L. W. Brissette, general store, St. Eustache, Que., is offering to compromise at 25c. on the dollar.

Chas. E. Copeland, general merchant, Dorchester Station, has assigned to A. Robinson, London.

A meeting of the creditors of J. A. Joly, general merchant, Ste. Rose, Que., will be held on the 27th inst.

L. Waldroff, general merchant, Gallinger-town, has assigned to Sheriff Smart, and a meeting of creditors is called for Oct. 26th.

PARTNERSHIPS FORMED AND DISSOLVED.

The Canadian Aluminum Co., Montreal, has dissolved.

Moore & Robertson, general merchants, North Sydney, have dissolved.

Elliott & Co., general store, Pugwash: co-partnership registered; G. M. Robertson only.

Fink & Mallette, general merchants, Ottawa, have dissolved. L. Mallette continues.

Wallace & Buchanan, hardware, Galt, have dissolved, and been succeeded by Wallace & Moore.

J. R. Jackson & Co., stoves and tinware, Guelph, have dissolved; J. R. Jackson and I. J. Hartman continue; style unchanged.

Canada Galvanizing and Range Boiler Co., Montreal; partnership registered, composed of A. R. Whittall as general partner

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

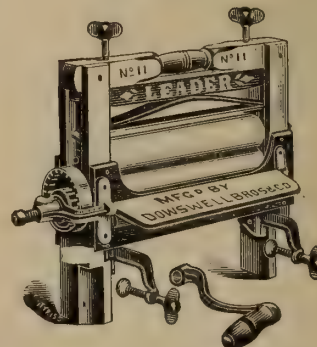
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

**Brass and
Iron Goods
Gas and Electric
Light Fixtures**

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,Brushes, Window Glass, Glue,
Bronzes, Alabastine.327 St. James Street, - - - **MONTREAL****The Star Manufacturing Co.**

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.Movements for Bicycle and Door Bells. Send for Dis-
criptive Circular of our Patent "Ball" Burglar Alarm.**NEW HAVEN, CONN.****HANBURY A. BUDDEN**
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL****PATENTS**Promptly secured. Trade-Marks, Copyrights
and Labels registered. We report whether patent
can be secured or not, free of charge. Our fee
not due until patent is allowed. Write for "In-
ventors Guide" and "What profitable to in-
vent," Free. **MARION & LABERGE**, En-
gineers & Experts, 185 St. James St. MONTREAL.**THE BEST FARM AND
GARDEN WHEEL-BARROWS**At Right
Price**J. H. Connor**Manufacturer - - - **OTTAWA**

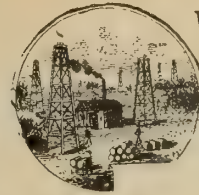
.. ISLAND CITY ..

**Paint and
Varnish Works**

.. Manufacturers of ..

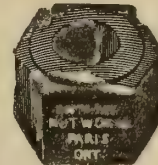
PAINTS, COLORS AND VARNISHES.WAREHOUSES: 100 and 12 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

McLEOD & HENRY Co**FIRE BRICK****TROY, N.Y.**and Frank R. England as special partner
for \$3,000 to Sept. 4, 1901.Bligh & Prince, agricultural implements,
etc., Truro, N.S., have dissolved. W. E.
Bligh continues business under same name
and style.**CHANGES.**The Toronto Brass Co., Ltd., is asking
for incorporation.Henry Neff, painter, Selkirk, Ont., is re-
moving to Fenwick.Joseph Bissonnette is starting a general
store at St. Hyacinthe.The James Robertson Co., Ltd., Montreal,
are applying for incorporation.S. Backus, harness, Chatham, has been
succeeded by Backus & Dennis.Shepard Bros., wholesale and retail furni-
ture, St. Thomas, are giving up business.Hugh McGregor, general merchant, West-
ville, N.S., has sold out to McGregor &
Co.H. A. Nelson & Sons Co., Ltd., Mont-
real, have obtained a charter of incorpora-
tion.A meeting of the creditors of the Canada
Machinery Co., Montreal, was held yester-
day.Gardner Bros. & Co., manufacturers of
handles, Essex, have removed to Leam-
ington.Kelly & Marshall, hardware, Orangeville,
have been succeeded by Sproul, Adamson
& Hewitt.A. C. MacDonald & Co., general mer-
chants, Antigonish, N.S., are about begin-
ning business.Roger Percival & Son, foundry, Merrick-
ville, have been succeeded by the Percival
Plough & Stove Co.F. E. Northrup, blacksmith, Halifax, has
registered consent for his wife, Eliza North-
rup, to do business in her own name.D. J. Fumerton, general merchant, Fall-
brook, has sold out. J. L. Playfair is start-
ing a general store in the same place.T. Dore has started a general store at St.
Henri de Montreal. Edmund Dupuis,
grocer, of the same place, has sold out.**SALES MADE AND PENDING.**The stock of the estate of Fisher & Co.,
general merchants, Bolton, has been sold.**DEATHS.**H. Humphrey, of Humphrey & Trites,
general merchant, Petitcodiac, N.B., is
dead.Arthur M. Dodge, president of the
Georgian Bay Lumber Co., Waubaushene,
is dead.**TO OPEN A BRANCH IN MONTREAL.**Mr. Mitchell, of the Mica Boiler Cover-
ing Co., Toronto, spent a few days in Mon-
treal last week making preparations for the
opening of a branch here. He has a num-
ber of applications from gentlemen desirous
of representing the company in this field,
but has come to no decision yet.**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.**COVERT MFG. CO.****WEST TROY, N.Y.**Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.**Ontario Nut Works, Paris****BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed
Nu's, Square and Hexagon**WRIGHT & CO.**

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

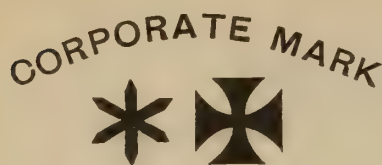
WRIGHT & CO. - HULL, QUE.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.BRAND "C.I.F." THREE RIVERS
PLANTS ATRadnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**GEO. E. DRUMMOND,**

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**There is probably more grumbling at
the average tire upsetter, by the average
blacksmith, than at all other tools com-
bined. Our upsetter does what is claimed
for it and knocks the grumbler out. This
is worth money both to the merchant and
his customer.**A. B. JARDINE & Co.****HESPELER, ONT.**



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Oct. 23, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X., " 6 25
I.X.X., " 7 50
J. R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X., " 4 75 5 00
I.X.X., " 5 75 6 00
I.X.X.X., " 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X., " 4 50 4 75
D.X.X., " 5 75 6 10
NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade 6 00
I.C., 20x28, 112 sheets 8 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 0 05½ 0 06
" 14x65, " }
Tinned Sheets.
26 " 0 06 0 06
28 " 0 06½ 0 07½
Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs 1 65
Refined " 2 35 2 65
Horse Shoe 2 60 2 75
Band " 2 25 2 25
Hoop " 4 00 4 25
Swedish " 2 50 2 50
Sleigh Shoe Steel 3 00 3 25
Tire Steel 2 75 3 00
Machinery 0 10 0 11
Cast Steel, per lb 0 10½ 0 14
Russian Sheet, per lb 2 00 2 25
Tank Plates, 1-5 and thicker. 4 50 5 00
Boiler Rivets 0 06½ 0 07½
2 " 0 07½ 0 09½
2½ " 0 09½ 0 11
3 " 0 11

Boiler Tubes.

1½-inch 0 06½
2 " 0 07½
2½ " 0 09½
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ inch 2 35

¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 25 2 30
Half polished 2 35 2 40
All bright 2 50 3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ¾ to ½, 67½ p.c.: ¾ to 1 in., 70 and 5 p.c.: 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in case lots:
Per 100 lbs.
16 gauge 4½
18 to 20 gauge 3½
22 to 24 " 3½
26 " 4½
28 " 4½
NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ½ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ¾ " " 2 85
" 1 " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards. 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper

Ingot.
English B. S., ton lots 0 11½ 0 12
Lake Superior
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. 0 20 0 22
" round and square 1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 25 0 27
Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
" 35 to 45 " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 16

Boiler and T. K. Pitts.
Plain Tinned, per lb 0 21
Spun, per lb. 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05
Part casks 0 03¾

Lead.

Imported Pig, per lb 0 03 0 03¼
Domestic, per lb 0 02¾
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half Per lb. Pe
Standard 0 12½ 0 13
Wire 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb. 0 08 0 08½

Anti-Friction Metal.

"Beaver" brand Per lb.
Standard \$0 20

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 75 5 00
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00
Brandram Bros' Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montréal, Toronto)
James genuine 5 75
" No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
do. Umber, " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 3¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 90
Extra " 0 65
Brown Japan " 0 85
Brown Japan, Turpentine, p.g. 1 30
No. 1 Carriage, per gal 1 00 1 20
Gold Size Japan, " 1 95 2 15
Pure Orange Shellac 1 30
Hard Oil Finish 1 40
Oil Shellac 2 35
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 46 0 47
Boiled, per gal 0 49 0 50
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 43
1 to 4 " 0 42
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 7¾
Small lots 0 00 0 8½

Cod Oil

Cod Oil, per gal. 0 50 0

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatin 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge 0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Steam's, per dozen	13 00	20 00
Adjustable Steam's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 40 and 10 p.c. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 65 to 66½ per cent.		
Nickel, 60 to 62½ per cent.		

Door.

Gon Sargent's	5 50	8
Peterboro', discount 50 per cent.		

Cow.

American make, discount 66½ per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	1 25	3 00
----------------	------	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 60 per cent.		

Belting.

Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tire, dis. 60 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis. 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each.	5 00	7 50
-----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz, dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis., 12½ p.c. revised list.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00
---------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 35	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.**Socket, Framing and Firmer.**

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
Steel, net.	3 00	

Clamps.

Judd's, dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
anadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

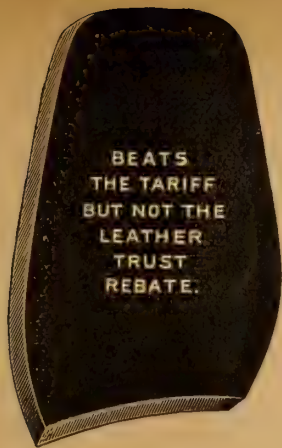
Wage Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

100 ft	10 00	10 00
100 ft	12 00	12 00
100 ft	14 00	14 00
100 ft	16 00	16 00
100 ft	18 00	18 00
100 ft	20 00	20 00
100 ft	22 00	22 00
100 ft	24 00	24 00
100 ft	26 00	26 00
100 ft	28 00	28 00
100 ft	30 00	30 00
100 ft	32 00	32 00
100 ft	34 00	34 00
100 ft	36 00	36 00
100 ft	38 00	38 00
100 ft	40 00	40 00
100 ft	42 00	42 00
100 ft	44 00	44 00
100 ft	46 00	46 00
100 ft	48 00	48 00
100 ft	50 00	50 00
100 ft	52 00	52 00
100 ft	54 00	54 00
100 ft	56 00	56 00
100 ft	58 00	58 00
100 ft	60 00	60 00
100 ft	62 00	62 00
100 ft	64 00	64 00
100 ft	66 00	66 00
100 ft	68 00	68 00
100 ft	70 00	70 00
100 ft	72 00	72 00
100 ft	74 00	74 00
100 ft	76 00	76 00
100 ft	78 00	78 00
100 ft	80 00	80 00
100 ft	82 00	82 00
100 ft	84 00	84 00
100 ft	86 00	86 00
100 ft	88 00	88 00
100 ft	90 00	90 00

KNIVES.			PLANE IRONS.			SCRAPERS.			SWEDES, upholsterers', American (1 to 6 oz.)		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.	2 00	5	Box, per doz.	2 10	4 50	Swedes, upholsterers', American (8 to 24 oz.)	60	60
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.			PLIERS AND NIPPERS.			Foot, "	0 40	3 50	Swedes, carpet, gimp, lace brush, blue and tinned.	35	35
Lightning, per doz.	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.			SCREENS.			Zinc tacks.	30	30
Heath's, 52½ p.c.			Button's Imitation, per doz.	5 00	9 00	Window, patent, per doz.	3 50	4 50	Copper tacks and nails.	30	30
LADLES.			German, per doz.	0 60	2 60	Door, per doz.	8 75	9 00	Leather carpet tacks.	60	60
Melting, per doz.	1 70	4 50	PLUMBS AND LEVELS.			SCREW DRIVERS.			Trunk nails, black and tinned.	65	65
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			Sargent's, per doz.	0 65	4 00	Clout nails.	66½	66½
Porcelain lined, per doz.	2 20	5 60	POPPERS.			SCREWS.			Cigar box nails.	45	45
Galvanized, "	1 87	3 85	Corn, square, per doz.	1 35	2 00	Wood, F. H., iron, and steel, dis. 80 & 10 p.c.			Lining nails in papers.	10	10
King, wood, "	2 75	2 90	PRUNING SHEARS.			" R. H., " dis. 75 and 10 p.c.			" " solid heads, in bulk.	42½	42½
" glass, "	4 00	4 50	Per doz.	4 00	5 50	" R. H., " dis. 72½ and 10 p.c.			Saddle nails in papers.	10	10
AM glass, "	1 20	1 30	PULLEYS.			Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.			" " in bulk.	15	15
LINES.			Hothouse, per doz.	0 55	1 00	Bench, wood, per doz.	3 25	4 00	Tinned capped trunk nails.	15	15
Fish, per gross.	1 05	2 50	Axle	0 22	0 33	iron, "	4 25	5 75	Double pointed tacks, discount 90 to 90 and 12½ p.c.		
Chalk, "	1 90	7 40	Screw	0 27	1 00	CYTHES.			TAPE LINES.		
LOCKS.			Awning.	0 35	2 50	Discount, p.c. revised list.			English, ass skin, per doz.	2 75	5 00
Canadian, dis. 50 p.c.			PUMPS.			SCYTHE SNATHS.			English, Patent Leather	5 50	9 75
Russell & Erwin, per doz.	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and per cent.			Canadian, dis. 40 to 45 p.c.			Chesterman's, each	0 90	2 85
Cabinet, Padlock.			Pitcher spout, 70 to 70 and 5 p.c.			SHEARS.			steel, each	0 80	8 00
English and Am., per doz.	0 50	6 00	Canadian cistern, 60 to 62½ p.c. from factory.			B. & W., jappaned, dis. 75 p.c.			THERMOMETERS.		
Scandinavian, "	1 00	2 40	Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.		
Eagle, dis. 15 to 17½ p.c.			PUNCHES.			Seymour's, dis. 60 p.c.			THIMBLES.		
MALETS.			Saddlers', per doz.	1 00	1 85	Etna, dis. 75 to 75 and 10 p.c.			Asbestos, filled, per doz., 35 to 40 p.c.		
Tinsmiths', per doz.	1 25	1 50	Conductors, "	9 00	15 00	Heinisch, dis. 60 p.c.			TIES.		
Carpenters', hickory, per doz.	1 25	3 75	Tinners' solid, per set.	0 00	0 72	Bristol, jappaned, 80 p.c.			Cow, per doz.	1 25	2 5
Lignum Vitae, per doz.	3 85	5 00	" hollow, per inch.	0 00	1 00	Clauss, full nickel, 60 p.c.			TINNERS' TOOLS.		
Caulking, each	1 60	2 00	PURTY.			" jappaned handles, 67½ p.c. off.			P. S. & W., net list.		
MATTOCKS.			Bladder, per lb.	0 17½		Seymour or Heinisch tailor shears, 15 p.c.			Canadian, 35 to 37½ per cent.		
Canadian, per doz.	8 50	10 00	Tins, lbs.	2 50	2 75	SHEAVES.			TINWARE.		
MEAT CUTTERS.			RAIL.			Sliding door, per set.	0 77	1 40	Stamped, dis., Assn. list, 80 per cent		
Enterprise, American, dis. 25 p.c.			Barn door, per foot.	0 03	0 03½	SHOVELS AND SPADES.			Jappaned, prices on application.		
MINCING KNIVES.			Sliding door, "	0 03½	0 03½	Canadian, dis. 42½ p.c. special brands net price.			Pieced, prices on application.		
American, per doz.	0 42	2 35	Lanes, "	0 03½	0 03½	SIEVES.			TRANSOM LIFTERS.		
MOLASSES GATES.			RAKES.			Wood rim, black, per doz.	1 05	1 10	Payson's, per doz.	2 60	
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.			" tinned, "	1 25	1 35	TRAPS. (Steel.)		
NAILS.			Wood, 25 per cent.			Tin rim, per doz.	2 30	2 45	Game, Newhouse, dis. 33½ to 35 p.c.		
Cut Nails (Iron)—			RAZORS.			" black.	1 8	2 25	Game, H. & N., P. S. & W., 62 to 60.10.		
1. Either Canadian or American pattern—			Geo. Butler & Co.'s, per doz.	8 00	18 00	SNAPS.			Game, steel, 70 to 70 and 5 p.c.		
Basis—50 to 60 dy.	2 75		Bokers, "	7 50	11 00	Harness, German, dis. 35 to 37½ p.c.			Mouse, per doz.	0 35	1 50
40 dy.	2 80		Wade & Butcher's, "	3 60	10 00	Acme "	3 00	5 00	Rat, per doz.	1 40	6 00
30 dy.	2 85		Arbenz's, "	9 00	18 00	Lock, Andrews'	4 50	11 50	TROWELS.		
20, 16, and 12 dy.	2 90		Theile & Quack's "	7 00	12 00	SOLDERING IRONS.			Disston's, discount 10 per cent.		
10 dy.	2 95		RAZOR STROPS.			Per lb.	0 00	0 24	German, per doz.	4 75	9 00
8 and 9 dy.	3 00		Currier's, per doz.	1 25	3 60	WROUGHT SPIKES.			Brade's "	5 00	10 50
6 and 7 dy.	3 15		RIVETS AND BURRS.			Discount, 20 per cent.			D. & S., discount 35 per cent.		
2. American pattern only—			4 mos. or 3 per cent. cash 30 days			SPOKE SHAVES.			TRIERS.		
From 4 to 5 dy.	3 35		Copper rivets, dis. 50 and 10 per cent.			Wood, English	1 8	5 00	Butter, per doz.	6 25	9 00
3 dy (lath).	3 75		Iron " dis. 60 and 5 per cent.			Iron, American.	1 35	2 35	TWINES.		
3. Canada pattern only—			Tinned and black rivets, 60 and 5 per cent.			SPOONS AND FORKS.			Bag, Russian, per lb.	0 21	
From 4 to 5 dy.	3 25		Burrs, iron or steel, 50 and 5 per cent.			Tea spoons, per gross	7 50	12 00	Wrapping, mottled, per pack.	0 50	0 60
3 dy (lath).	3 65		Terms, 4 mos. or 3 per cent. cash 30 days.			Dessert, "	21 00	00 00	Wrapping, cotton, per lb.	0 17	0 18
3 dy, A.P. fine.	4 35		RIVET SETS.			Table, "	30 00	30 00	Matress, per lb.	0 33	0 45
Car lots 10c. less.			Canadian, dis. 30, 35 per cent.			Dessert Forks, "	24 00	00 00	Staging, "	0 27	0 35
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			ROPE.			Medium "	27 00	00 00	Broom, "	0 30	0 55
Wire Nails, 70 and 12½ per cent.; 3 per cent. cash delivered in lots of 10 kegs or more			Sisal. Manilla			Table "	36 00	00 00	VISES.		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			7-16 in. and larger, per lb. 6¼ 00 8½			SQUARES.			Hand, per doz.	4 00	6 00
NAIL PULLERS.			¼, 5-16, ¾ in.	6¼ 00 9		Iron, per doz.	1 65	2 90	Bench, parallel, each	2 00	4 50
German and American.	1 85	3 50	Cotton	15 17		Steel, dis. 65 to 65 and 10.			Coach, each.	6 00	7 00
NAIL SETS.			Russia Deep Sea	00 13		Try and bevel, dis. 50 to 52½ p.c.			Peter Wright's, per b.	0 12	0 13
Square, round, and octagon, per gross.	3 38	4 00	Jute	6¼ 7½		STAPLES.			Pipe, each.	5 50	9 00
Diamond	12 00	15 00	RULES.			Fence, galvanized	0 03½		Saw, per doz.	6 50	13
NETTING.			Boxwood, dis. 80 and 5 to 10 p.c.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			WASHER CUTTERS.		
Poultry, 65 and 10 to 70 per cent.			Ivory, dis. 37½ to 40 p.c.			STOCKS AND DIES.			Per doz.	4 00	
OIL.			SAD IRONS.			American, dis. 25 p.c.			Washers " Iron, " 40 per cent., 4 months per cent.		
Canada refined oil (Toronto).	0 16	0 16½	Mrs. Potts, per set.	0 60	1 00	STOVE POLISH			WELL WHEELS.		
Carbon safety "	0 18	0 00	N.P., per set.	90		gross. ¼ gross. doz.			Amer., per doz., 8, 10 and 12 inch.	3 38	
Canada w. w. "	0 18	0 00	SAD HEATERS.			Scientific Stove Pipe			WIRE.		
American w. w. "	0 00	0 21	Dome, Shepard's, per doz.	4 75	5 00	Varnish.	9 00	2 50	Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Pratt's Astial.	0 00	0 22	SAND AND EMERY PAPER.			Scientific Stove Paste (5 lb pails) 60c. each.	6 00		Copper Wire, 10 per cent. rev. list discount.		
OILERS.			B. & A. sand, 40 and 5 to 45 per cent.			Scientific Furniture			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50	Emery, per quire.	0 55	0 90	Polish.	12 00	1 25	[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
Zinc and tin, dis. 50, 50 and 10.			SASH CORD.			Scientific Carriage Top			Bright, coppered steel and spring, 20 p.c.		
Copper, per doz.	1 25	3 50	Per lb.	0 22	50	Dressing ½ pint.	3 50		F.o.b. Montreal, Toronto or Hamilton.		
Brass, "	1 50	3 50	SASH LOCKS.			Scientific Carriage Top			Broom Wire, per lb.	0 05½	0 06
Malleable, dis. 25 per cent.			Triumph and Morris, dis. 37½, 40 per cent.			Dressing, pints.	3 50		Clothes Line Wire, 19 gauge, per doz. coils.	3 95	
PAIS.			Kempshell's, dis. 40, 62½ per cent.			Scientific Enamel Paints			WIRE FENCING.		
Galvanized, per doz.	2 25	3 30	Canadian, dis. 45, 50 per cent.			Scientific Stove Enamel	7 50	2 00	Galvanized, 2 barb, 2½ and 5 inches apart.	3 00	
PENCILS.			SASH "LIGHTS.			STONE.			Galvanized, 4 barb, 4 and 6 inches apart.	3 00	
Dixon's, per gross.	1 00	4 25	Sectional, per 100 lbs.	1 40	1 50	Washita, per lb.	0 28	0 50	Galvanized, plain twist, all delv'd.	3 00	
" Carpenter.	2 25	3 60	SAWS.			Hindostan, "	0 06	0 07	Plain twist.	3 00	
PICKS.			Crosscut, McMillan & Haynes, per dozen.	0 40	0 70	Labrador, "	0 09	0 09	Steel Staples, 0 00 3 00		
Per doz.	6 00	9 00	" Empire, McMillan & Haynes, per ft.	0 00	0 70	Turkey, "	0 00	0 50	Terms, 60 days, or 2 per cent. in 30 days		
PICTURE NAILS.			Hand, Disston's, dis. 12½ to 15 p.c.			Arkansas, "	0 00	1 50	Freight prepaid of 1,000 lbs. or over.		
Porcelain head, per gross.	1 65	3 00	S. & D., 40 to 40 and 10 per cent.			Water-of-Ayr "	0 00	0 10	WIRE CLOTH.		
Brass head, "	0 40	1 00	Crosscut, Disston's, per ft.	0 35	0 55	Scythe, per gross.	3 50	5 00	Ordinary, discount 25 per cent.		
PLANES.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			Grind, per ton.	15 00	18 00	Painted Screen, per 100 sq. ft.	1 50	
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			Hack, complete, each.	0 75	2 75	TACKS, BRADS, ETC.			WRENCHES.		
Wood, fancy Canadian or American, 37½ to 40 per cent.			frame only.	0 00	0 75	Cheese-box tacks, blue	66½		Acme, 35 to 37½ per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.			SAW SETS.			Trunk tacks, black	60		Agricultural, 70 and 10 to 75 per cent.		
Miscellaneous, dis. 25 per cent.			" Lincoln, McMillan & Haynes, per doz.	0 00	7 50	B.B.B. iron carpet, bright or blued (in kegs)	30		Standard, dis. 60, 60 and 10 per cent.		
Bailey's Victor, 25 per cent.			Whiting.	6 87	7 00	B.B.B. iron carpet, tinned (in kegs).	30		Coe's Genuine, dis. 20 per cent.		
			SCALES.			B.B.B. cut tacks (in bulk), 45 to 50 p.c.	45		Diamond, dis. 33½ to 35 per cent.		
			Gurney Scales, 50 p.c.			" " (in dozens, 1 to 6 oz.).	40		Towers' Engineer, each	2 00	3
			B. S. & M. Scales, 50 p.c.			" " (in dozens, 8 to 24 oz.).	30		G. & K.'s Pipe, per doz.	5 80	7 00
			Champion, 60 per cent.			" " ¼ weights	40		Burrell's Pipe, per doz.	6 00	
						" " tinned.	45		Packet, per doz.	25	
						Swedes, cut tacks, genuine, blued and tinned.	52½				
						Swedes, upholsterers', genuine	50				



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

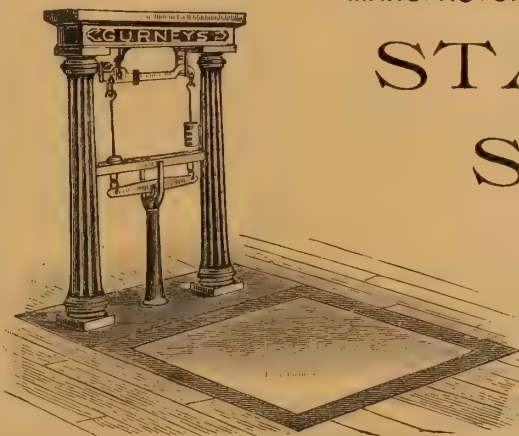
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.



**Water,
Eddy's Fire Pail
and
Promptness
are
Safety's Trinity**

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, QUE.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT ST. WEST, TORONTO.

HAVE YOU OUR CAT

Finished in
Black or White
Japan.

Bronzed and
Electroplated.



Indian Design, Round Register in Border

about them, and you will do well to make yourself conversant with the prices, etc. If you have not already received one of these little books **YOU MAY HAVE IT** for the asking: **IT WILL BE USEFUL TO YOU.**

atalogue of Ferrosteeel Registers and Ventilators? This little booklet contains **A GOOD STORY ABOUT GOOD THINGS**, illustrating the most popular patterns, giving all the different sizes and styles of these celebrated Registers and Ventilators, with prices.

Whether you intend putting in a stock or not just now, you will surely find that you will be asked

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

Call up 819 or 1511.

48 Intrinsic worth
Langwell's Babbit, Montreal

CANADIAN HARDWARE AND METAL MERCHANT

VOL. VIII

MONTREAL AND TORONTO, OCTOBER 31, 1896

No. 44



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

HENRY WRIGHT & CO.'S ANVILS AND VICES are

RIGHT

IN QUALITY,
IN PATTERNS, and
IN PRICE.

A good assortment carried in stock.

A. C. LESLIE & CO.

Agents

Canada's Largest Radiator Manufacturers.

More cobble stones than diamonds on earth, and so it is with Poor Radiators. They're legion—but good ones are few. In this class of goods you can only judge by the experience of others.

"Safford"

STANDARD Radiators

ARE THE CHOICE of all the leading Architects and Heating Engineers everywhere.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited

.. Toronto, Ont.



Safford
Perfect Pain

TO THE TRADE



*Hot Water Kettles, Chafing Dishes
Hot Water Bacon and Vegetable Dishes
Hot Water Plates, Dish Covers
Cafetiers, Vienna Coffee Machines
Granite and Tin Jelly Moulds.*

WRITE FOR PRICES.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

Heavy Copper Tea Kettles



BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO.

K_{EMP} M_{ANUFACTURING} C_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

"DIAMOND" STEEL WARE

"GRANITE" STEEL WARE

"WHITE" STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, OCTOBER 31, 1896

No. 44

J. B. MacLEAN, President. **HUGH C. MacLEAN,** Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

SHOULD BE DONE BY BUSINESS MEN.

IT is announced that three members of the Dominion Government will, on November 10, start out upon the mission of gathering data for the revision of the tariff. The gentlemen composing the triumvirate are: Hon. W. S. Fielding, Sir Richard Cartwright and Hon. W. Paterson.

During the proposed data-gathering tour it is the intention, we understand, of the commissioners to glean information from every available source: From the merchant as well as from the manufacturer, from the mechanic as well as from the master, from the consumer as well as from the farmer.

It is to be regretted that the Government did not see fit to act upon the suggestion of this journal, and delegate to a commission of practical business men and such others as might be necessary the duty of investigating the present tariff, and subsequently reporting to Parliament. This, we are persuaded, would have been the better way.

We have no desire to cast any reflection upon the commissioners. The Government could not probably have made a wiser selection from within the Cabinet circle, and in regard to the Hon. Mr. Paterson particu-

larly. He is a business man, born and bred. Our concern is only for the business interests of the country. If politicians can perform the task as well or better than business men, we have no choice in the matter. But it does seem that the business man is the best man for a business job. And gathering material for a new tariff, and fashioning and shaping the same, does appear to be a business job.

Of all the tariff-revising undertakings, none have so much demanded skilled and careful treatment as that which is now to be dealt with. Business common-sense, honesty and enterprise are more important factors in nation-building than tariffs. A nation can exist without the latter, but it cannot without the former. At the same time, however, tariff legislation can do a great deal to help or hinder the progress of a country.

The tariff this country requires is a tariff made by business men for the business interests of the country. A tariff built upon the tenets of party, either Conservative or Liberal, we do not want, neither can we afford to have it. We have already in the past had too many tariffs whose primary object was to bless the politicians. The business interests of the country were a secondary, instead of being the first, consideration. It was not by any means always designedly so. But a professional politician can no more have at heart the interests of the commercial class than can a disgruntled, unmarried woman possess the heart of a mother. Like always begets like, if it gets anything.

A tariff whose foundation is business common-sense will not be constructed with a view to taking under its protection things which wisdom says should never have come under its shelter. We are learning by experience that it would have been better to have given some things poison rather than pap. An article worthily deserving of protection often gets into bad repute by being associated with that on the tariff list which is

undeserving, just as a good boy gets a bad name by associating with evil companions.

This country is rich in natural resources. We believe no country in the world is more so. The developing of these demands our time and attention. And if we rob Peter to pay Paul, Peter will assuredly suffer.

How necessary, therefore, business care and forethought is in the work of revising the tariff is obvious indeed.

WILL THE AGREEMENTS HOLD?

THOUGH there is a fair volume of trade in iron and hardware generally for near-by wants, the aggregate is far from equal to that of last fall, and, as regards futures, it is absolutely impossible to entice buyers into ordering goods for distant shipment at all. This complaint is general in Ontario, the Northwest, Quebec and the Maritime Provinces.

Owing to this condition of affairs and the fact that manufacturers desire to keep down stocks, values are by no means stable. Indeed, it would not surprise the trade, according to all accounts, if the existing agreements in regard to nails, wire nails, etc., were thrown up entirely. At any rate there have been frequent rumors in this connection lately, and it will be interesting to note whether the future will demonstrate that they have foundation or not.

The existing agreements have had a longer life than any previous arrangements of the kind, and it is to be hoped that there is no truth in the reports now in circulation that we are in for another spell of bucaneeering and the disorganization that it causes.

If a definite announcement in regard to the prospective tariff changes will obviate it, as many allege that it will, let us have such announcement by all means.

TIRE BOLTS REDUCED.

The makers have reduced the basis on tire bolts by over 10 per cent. The new discounts are 65 and 10 per cent, off as against 60 and 10 previously.

TORONTO'S HARDWARE APPRAISER-SHIP.

IT is a pity that the Dominion Government has not yet seen fit to fill the vacant hardware appraisership at Toronto.

The position is not a sinecure; it is one of the most important in the Civil Service. Therefore it cannot be left open month after month like it has since the death of the late appraiser without to some extent crippling the Customs machinery at the port of Toronto, as might and have been other positions in the Customs Department of higher grade, richer emolument, but less important.

A vehicle may be made to move after it has been robbed of its wheels, but it is obvious that the passengers must lose much in comfort and time. And it is obvious that as long as the office of the most important department at the Toronto Custom House remains vacant inconvenience more or less there is bound to be.

It cannot be that the Government has been unable to fill the position because of any absence of applicants for it, for there are some fifty men, we understand, who are trying to get the late Mr. Blackwood's shoes.

The position of the Government is no doubt similar to that of its predecessor in office: In the multitude of seekers after the appraisership there is danger of causing offence to a multitude of supporters, for where one will get the plum there are forty-nine that will get the cold shoulder.

But interests of this kind should not be allowed to conflict with the business interests of the hardware trade of Toronto or of any other community.

There is no dearth of good men to be had for the office. Let the Government select the very best man for the position and appoint him, irrespective of whose hopes may be disappointed, or whose allegiance may be estranged.

AS **HARDWARE AND METAL** has repeatedly urged, the man appointed to the vacant position must be a practical and experienced hardwareman, and the larger his experience the better. No other man will suffice, and no other man will satisfy the trade. Take the best hardwareman in the city of Toronto to-day and place him in the appraisership and there will be times when he will be called upon to give decisions which, for the time being, will nonplus him. At what a great disadvantage therefore would a man be placed who had little or no experience to guide him.

The fact of the matter is, no one but a thorough hardwareman can have the remotest idea of the qualifications that are demanded of the man who fills the position of hardware appraiser at a port the import-

ance of Toronto. Consequently, none but hardwaremen are qualified to judge who is the best fitted for the position. The Ministers are not. They cannot be expected to be.

Men appointed to such positions as that in question ought to be appointed on the recommendation of, say, the hardware section of the Board of Trade or some committee representing the trade, the applicants, if need be, being compelled to pass a practical examination. This would ensure the appointment of a practical man, which is something the present system cannot, nor never will, do.

NO NEED TO LOSE HOPE.

THE letter of Hon. Joseph Chamberlain to the Agricultural Union regarding preferential trade does not contain food for pleasant contemplation by the champions of that movement. At the same time, there is nothing in it that should induce them to abandon hope.

Mr. Chamberlain has not abandoned the scheme, as articles in some of the daily press would have us believe. He merely suggests "that the question of an Imperial Zollverein should be deferred for the present." There is no misunderstanding these words. Deferring is not abandoning. Mr. Chamberlain is a practical business man and a tactician: He knows when to be active and when to be passive.

This much is conceded by all: the United Kingdom wants more of the colonial trade and the colonies want more of the Motherland's trade. But the trouble is that we are all more or less wedded to our idols, and will not condescend to divorce ourselves from them in the slightest degree in order to secure the desideratum. Free traders in England will not depart one jot or tittle from the most narrow interpretation of the Cobden doctrine, and protectionists in the colonies are not more willing to swallow any part of their faith. Hence, while both are hungry for extended trade, neither will do anything to secure it.

HARDWARE AND METAL does not pose as a prophet, but this it will predict: Inside of the next couple of years we shall see revived interest in Great Britain and in the colonies (and in Canada particularly) in the preferential trade idea. The United States is Great Britain's chief market, and so it is ours, and the outlook for that country is a McKinley president and a McKinley tariff. What that means is obvious.

Great Britain is essentially a manufacturing country. Consequently it is also an exporting country. And the home market being comparatively limited, it follows that any diminution in the export trade means a

decrease in the output of the factories. Now we find that during the last twenty years there has been a steady falling off in the exports of manufactured goods, while in the imports there has, on the other hand, been a steady increase, showing that the British manufacturer is losing both the foreign and the home market. The exports of manufactured articles of the United Kingdom were 22 per cent less in 1894 than in 1874, while the imports were 47.3 greater. Of the exports we find that those to foreign countries for the years 1890-94 over 1870-74 decreased 10.6 per cent., while for the same period the exports to British possessions increased 29.9 per cent. It is obvious where Great Britain's hope in her export trade for the future lies.

A comparison of the export trade of Canada during the past twenty years will also be of interest in this connection. We find that in 1875 Canada's exports to Great Britain and her possessions aggregated \$46,062,177 and to foreign countries \$31,824,802. In 1895 our exports on the former account were valued at \$68,324,736 and on the latter \$45,384,067. In other words, during the twenty years in question the exports of the Dominion to Great Britain and her possessions increased about 48 per cent. and those to foreign countries by about 45 per cent. Our increase is chiefly with Great Britain and the United States, and with the former particularly, although increases of more or less extent are shown in our exports to all countries except Portugal, Italy and the West Indies. But even in the exports to the last-named there has been a steady growth since 1890.

As long, at any rate, as the present high tariffs exist it is evident the British market is the best market for Canada.

BACK FROM THE GOLDEN WEST.

Mr. H. W. Aird, the secretary-treasurer of the Canada Paint Co., has returned to Montreal after a successful business trip to Winnipeg and the Pacific Coast. Mr. Aird stopped off at Toronto on his way to the East, and in conversation expresses himself as being extremely pleased with the outlook in the Northwest and in British Columbia. "Grain in the first-named section and gold in the other are the leading topics of conversation just now," said Mr. Aird.

DECLINE IN STEEL SHOES.

The horseshoe manufacturers held another meeting last Saturday, the maker who was absent from the meeting referred to last week being present.

As **HARDWARE AND METAL** intimated there would be, a change was decided upon in steel horseshoes, viz., a decline of 25c.

all round on the old basis. Goods are sold f. o. b. Montreal and Toronto, as heretofore.

The changes in detail are as follows :

	New List.	Old List.
Steel Shoes, XL, 3 and 4	\$4.50	\$4.75
" " 0 and 2	\$5.25	\$5.50
Assorted.....	\$5.00	\$5.25
Toe weight.....	\$5.50	\$5.75

These prices are f. o. b. Montreal, the Toronto f.o.b. basis being 10c. advance on the above.

THE STOVE DEALER'S ESSENTIAL.

"IF I were to be asked what, in my opinion, is the principal essential of a stove dealer's success, I would say that it is unfailing and continued courtesy to those customers who are not ready to buy at the time of their visit to the store," remarked a St. Louis stove dealer, to Stoves and Hardware Reporter. "I hardly suppose you are prepared for such a statement," he continued, "but I believe it to be the truth. After a person has taken up a great deal of the merchant's time in looking at stoves, giving the impression that he is going to buy and then says that he will think it over, the merchant is quite apt to feel a little discouraged and make a reply which, while not intended to have that effect, will serve to make the visitor feel that the dealer has lost interest in the matter and doesn't care to make the sale if he can. The purchase of a stove is quite an event in the life of many people and they generally feel like looking around pretty thoroughly before making up their minds. They will remember the store where they have been most courteously received and courteously dismissed. The heartiest invitation to call again, with an assurance that everything in the merchant's power will be done to please them, will be remembered. Always when a visitor leaves, I hand him a card with the casual remark that while we will be in the same place, we don't want him to get lost. The reply is always a genial, pleasant one. I have known men who, while showing a customer through the stock, have, at any intimation on the part of the visitor that they did not care to purchase then, said: 'All right; when you do, come in, and we will be glad to show you further,' or something to that effect, giving the visitor the idea that it was not considered worth while to waste any more time on him. I never stop at anything of that kind. I seek to have the customer leave with as strong an impression of my goods as possible, and go on if permitted, to explain the goods, no matter what is said. Daily we have evidence of the wisdom of such treatment. Every once in a while we have people tell us of instances where they have received indifferent treatment at stores because 'they were just looking around.'"

DROPS FROM THE EDITOR'S PEN.

The goodness of profits is not always relative to their size.

Recklessness in youth usually produces wreckage in old age.

Be square in your dealings if you would have your career round up well.

Wed yourself to your business and success will be the product of the union.

Business without system, like an engine without governing balls, goes all awry.

Sacrifice of dignity is not entailed in being courteous and obliging to your customers.

A good reputation can be easily lost, but the wealth of a Cræsus cannot purchase one.

Forgetfulness is often the fruit of idleness. Think twice and you are not likely to forget once.

Without book-keeping the merchant cannot tell whether he is in the woods or out of them.

Cutting prices no more builds up business than does pulling out your hair obviate baldness.

The merchant who wants his own way in everything cannot make much headway in business.

Fame is not the fruit of fake methods. It is the resultant of push, perseverance and ability combined.

Study how to get your customers to keep their eyes on your store, as well as how to keep your eye upon them.

It is well that a merchant should "take stock" of himself as well as his business. And the oftener the better.

Persistency is the diamond drill which pushes its way through all obstacles until it obtains the desired result.

Clerks who keep their eyes open for their own interests only are not likely to ever have any great interests to look after.

A changeable mind is not good, but he is a wise man who changes his mind when by so doing he shifts from wrong to right.

Clerks who, having time on hands during business hours, would devote that time to improving the arrangement of the stock or to discussing ways and means of developing trade, would make both themselves

and the business more valuable to their employer.

It is not every man who can be rich in gold; but every man can be rich in character. And character is more precious than diamonds.

As long as it lives the note you have endorsed for a friend is a serpent in the bosom, which may at any unexpected moment stick its fangs into you.

Statements regularly rendered remind debtors that you have not forgotten their indebtedness to you, whatever they may have done in this respect.

If you understand your business stick to it. There is no mucilage strong enough to make stick to you what you were not intended to adhere to.

Money as well as morality is essential to business building. Business may be the bricks, but morality is the mortar which holds them together.

Grapple with a duty, even if in the doing of it you appear to come out second best. It is better to be thrown by duty than to be conquered by cowardice.

Hard-working young men may lose drops of perspiration, but the approval they win and the success they attain unto are well worth the labor that is the cause of them.

He who fails to gather common sense as well as money as he advances in life becomes rich in that which he cannot take with him and poor in that which he can take with him when he departs this life.

THE COAL PROBLEM.

It seems quite probable that before coal ever becomes permanently cheaper something will have to intervene to eliminate the present conditions that surround it in getting it from the mines to the consumers, says The Boston Globe. In fifteen years the world's output of coal has nearly doubled, rising from 364,727,405 tons in 1880 to 628,805,239 tons in 1895. The increase in Great Britain has been from 164,605,738 to 212,320,725 tons; in the United States from 71,481,569 to 193,117,530 tons; in Germany, from 65,177,634 to 114,524,186 tons; in Austro-Hungary, from 16,713,000 to 33,570,358 tons; in Belgium, from 18,617,585 to 22,853,571 tons; in Russia, from 3,570,413 to 8,367,357 tons, and in all other countries from 3,621,423 to 14,255,003 tons. Yet the people wait in vain for it to become permanently cheaper, and so far, the new developments in oil, electricity and gas seem to affect nothing in the way of cheapening.

CANADA'S POSITION IN REGARD TO PAINTERS' SUPPLIES.

FOLLOWING on our white lead supply, the next item of importance to the trade I take to be linseed oil, and the history associated with this item for the past twenty-five years is not without interest.

Just as the growth of wheat has become increasingly general the world over, so has the growth of linseed developed in many parts of the world that were not thought of thirty years ago. At that time the popular painters' oil was crushed from Baltic seed, shipped at Russian ports and crushed in England, thereafter shipped to Canada by Hull and London exporters who are still known to fame.

As the needs of the world increased and the seed by consequence became increasingly valuable, its growth extended to India, where it has developed immensely. The high quality of East Indian seed, combined with improved processes of cleaning and manufacture, in course of time enabled "Calcutta" oil, as it is now called, to divided the honors with its old time "Baltic" rival. The use of Baltic exclusively is still maintained by a few old-time painters and also by certain makers of varnishes, but the adoption of Calcutta oil, both for paint and varnish manufacture, has become very general.

The last great field for production of linseed (outside of Canada) is the De la Platta region, commonly called "The River Plate," which is now producing large quantities and almost entirely for the English markets. The seed being inferior to the descriptions formerly grown, makes the purchase of linseed oil in England a much more precarious matter than it was even five years ago, the River Plate seed yielding an oil of less body or binding property than the other oils. The River Plate oil has not found any favor with Canadian buyers, and the trade has therefore had but little experience of it.

The Calcutta seed oil, with its bright straw tint, to which the trade has been accustomed for nearly twenty years, is now competing in Canada, for the most part, with oil from Canadian seed grown in Ontario and the Northwest. This latter seed is a worthy competitor of the pale Calcutta; it bears greater resemblance to the old Baltic oil than to the other, is possessed of good body, and, as our local crushers clean the seed fairly well, the quality of Canadian oil is likely to be well maintained.

Here again comes in the one grievance of the trade which we had in reference to white lead, namely, that oil is often too "green" for use. There are seasons when Canadian oil can be had some months old, but the bulk of all our oil, whether English or Canadian, has this one fault, even the best of it, that it is

not ripe; consequently we do not get the quality of work out of it which it is calculated to give us if it were given the needed advantage of age. It is much to be desired that this state of things be remedied and that the trade should endeavor to procure supplies of mature materials, both in white lead and linseed oil, which would enable them to compete with every good brother brush of the Old Country, many of whom still continue to stock the greater part of their lead, linseed oil and varnish the season through. It is not reasonable that the painting trade should be expected to carry all this stock, and it appears that there is an opening here for some of our suppliers to step in and furnish oil as well as lead under a guarantee, not only of purity, but of age.

While respecting the preference of many of our brethren in the trade, we cannot but hail with satisfaction the fact that in our Dominion there is a prospect of our producing all the linseed oil that is required for our manufacturing and painting purposes, especially when we know that the oil produced from our domestic seed is suitable for work of the highest quality.

We do not wonder, then, to find the imports of linseed oil falling off year by year and that the price, in consequence of the wide dissemination of the growth of seed, is gradually decreasing. Although the very low prices which have ruled in 1896 may not be counted upon, it would appear that we may look for a permanent lowering of value as compared with what prevailed for many years back, and that our Dominion will continue to supply an increasing proportion of her own wants.—The Painter and Decorator.

A NEW CALCULATING MACHINE.

A calculating machine has been brought forward by M. Leon Bollee, a French inventor, which exceeds anything in the way of comptometers, adders and registering apparatus which has yet been shown. This mechanism does all the figuring automatically, whether it be a question of addition, subtraction, multiplication, division, equation, extraction of roots, reduction, or differentiation, the result being arrived at with marvelous rapidity and invariable accuracy. In its exhibition before the French Institute examples were given by various mathematicians present; and in figuring out the results not a single error was detected. The difficulty of explaining the working of such a machine is obvious, but its wonderful efficiency was verified by the following multiplication, the correct answer to which was given in less than three seconds: 6,222,333.444 by 8,888,111,224—this being in figures 55,304,791,723,086,975,1456.

WANT THEIR WAGES ADVANCED.

On Saturday, October 3rd, 57 one month's notices were sent to various tin plate works in Great Britain demanding a return to the 1874 list of wages. These affect the tin-house men and mill men of 249 mills out of 310 mills now at work. Of the 61 mills left, the men of 14 mills are bound by contract to the end of December. Of the 47 mills remaining there are good grounds for the statement that the men at 15 of them will get the list in November. So that there are only 32 mills up to now not "controlled" as regards the list and of these a number of the men employed are on weekly and daily contracts, and they may tender their notices before the end of the month. There seems to be a general feeling that the employers will concede the demand but will ask for the time of its coming into force to be somewhat postponed in order that makers who have been booked heavily forward may not make so heavy a loss as would otherwise be the case. The average earnings of the roller (the best paid class of labor) are said to be from £2 to £2 5s. a week when the 1874 list is in force. Taking the general earnings to be under such a condition £2, it will be seen that 15 per cent. off (which is about the present condition) leaves the roller at £1 14s. per week and the men contend that this is not enough.

BRITAIN'S MINERAL PRODUCTS.

A blue book containing the mineral statistics of the United Kingdom gives the following principal products for 1895 and 1894:

	1895	1894
Clays, tons.....	9,796,086	3,263,768
Coal, tons.....	189,661,362	188,277,525
Iron ore, tons.....	12,615,414	12,367,308
Oil shale, tons.....	2,246,865	1,986,385
Salt, tons.....	2,173,253	2,235,912

The total value of all mineral products during 1895 was £69,129,644 as compared with £77,898,938 in 1894 and £70,767,651 in 1893.

TROUBLE IN THE BILLET POOL.

In connection with one of the large export transactions an interesting story is going the rounds. An Ohio wire nail company sold 50,000 kegs for export to Japan. The wire rods were made under a conversion arrangement, so that the 5,000 tons of billets furnished were claimed to be beyond the jurisdiction of the billet pool. This has caused dissatisfaction among members of the pool, to which a 5,000-ton block looks pretty big in these days. It is understood that the whole of the September shipments were only about 36,000 tons, and that the greater part of this quantity was sheet and tin plate bars. Sales, in addition, to about a like quantity were made.—Iron Age.

GLEANED BY THE WAYSIDE.

BY SCOTT MCKERROW.

WITH the keen competition which now exists throughout our fair Dominion in all branches of trade, and especially in hardware, etc., a merchant is forced (if he wishes to survive) to adopt the latest methods, both for the better display and greater selling of his lines.

Hardware stores in our smaller towns and villages are built on a larger scale, and carry larger stocks, than stores in our cities, as a general rule. This is no doubt owing to the latter's closer proximity to the jobber or manufacturer.

Store arrangement and ample floor space are now recognized as two of the greatest features in making sales, and the latter is more noticeable in our stove emporiums. Stoves are no longer sold "just as they come in" (in crates), but in all our first-class stores they are properly classified, both as to style, size and maker, and generally on trucks to allow of their being easily pulled out of line. The importance of this idea has evidently forced itself upon the management of the Stacey Hardware & Manufacturing Co., St. Thomas, Ont., who have recently taken in with their already extensive premises the adjoining store, which in future shall be used for stoves and housefurnishings, and bicycles, baby carriages and oil stoves in their different seasons. These goods are all bulky, and require a lot of floor space for their proper handling. This addition is 24 feet wide and 96 feet deep, has nice hardwood floor, and the ceiling is covered with metallic ceiling nicely painted and decorated, having also a nice plate-glass front. It is connected with the main store by an archway, giving free access to either place. The main store is a building of three storeys, the ground floor being 44 ft. x 96 ft., with a warehouse in the rear of 24 ft. x 150 ft., the second flat 24 ft. x 136 ft., and third flat 24 ft. x 50 ft., making one of the largest hardware stores in Canada. In future the main store will be used for heavy and shelf hardware and plated goods. Col. Stacey, under whose able management this extensive business has been conducted for some years, is to be congratulated upon the successful consummation of his energy and enterprise.

As the days roll by, with their light and shade, there is a certain pleasure that comes in the life of a traveler in marking the changes which time makes both in men and things, and watching with interest, and participating somewhat in the enjoyment of the prosperity which merchant or clerk has gained by persistent effort and thoughtfulness. There is no one who can help admire that ambition and perseverance which takes

Paint Talk

We've made some pretty loud talk in these advertisements—we've something worth talking about. We have never made a statement or claim that was not true, and we propose now to let some of those who have handled The Sherwin-Williams Paints this season talk.

Our agents in Winchester, Ont., wrote us Sept. 29th, as follows:

"We have had a great deal of satisfaction handling The Sherwin-Williams Paints the past season. It was a little difficult to introduce them at first, but once we got customers to try them we had no further trouble. We feel satisfied we can double our sales for next season. When your traveler comes round for Spring orders he can count on a decent one from us." The advertising didn't do this—'twas the goods. All the advertising does is to induce a man to try the goods. This is all we expect from it—It's all we want, the goods do the rest.

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

a young man as "junior," doing the chores in a store, and in a few years places him at the head of the firm doing business in the stand where he commenced to climb the ladder.

This has been the experience of Mr. John Adamson, of the firm of Adamson, Hewett & Sproul, Orangeville, who recently purchased the business of Kelly & Marshall.

In 1888 Mr. Adamson entered the employ of Mr. A. G. McKenney, and worked with him about four years, when Mr. Kelly was taken as a partner, and the business continued as Kelly & McKenney for a short time, when Mr. McKenney sold out to Mr. Marshall, and accepted a position with the Gutta Percha Rubber Co., Toronto, as traveler, and is well known and popular with the trade in Ontario. For the past four years Kelly & Marshall have carried on the business, with the assistance of Mr. Adamson, who has evidently made good his time in becoming thoroughly versed in all the details of the hardware trade, as well as getting well acquainted with his customers. By the appearance of the stock one would judge that Mr. Adamson knows something of the art of buying. Mr. Adamson richly deserves the position he now occupies, as the different

changes in business have found him fully equipped to occupy a higher position when opportunity offered. The other two members of the firm are young men, steady, energetic and enterprising, and it will not be their fault if they do not make a brilliant success of this venture.

Mr. S. T. Suggett, Grand Valley, has at last moved into his new and extensive store. About twelve years ago Mr. Suggett came to Grand Valley to take charge of the jobbing department in connection with Mr. John Robinson's hardware business, and after a few years bought him out. By steady perseverance he worked up a nice business, which has been much cramped during the past two years by inadequate store room and floor space, so that he readily accepted a larger store in one of the three business blocks recently built in the town. This new store is 20 feet front, by 70 feet deep, has a nice plate glass front, electric light, hardwood floor and fixings, with wooden boxes for hardware, which occupy one side of the store, while the other side is reserved for enamelled ware and housefurnishings. One of the features is an original and attractive sign, consisting of a combination

cross-cut and circular saw, having thereon the "double entendre" "The Leader still Leads." Every detail of the store's arrangement bespeaks compactness and neatness. Mr. Suggett is one of **HARDWARE AND METAL'S** constant readers and admirers, and its advent is of as great importance to him as any periodical that comes his way.

Do you know I like to go into Mr. D. C. Taylor's (Lucknow) store, for while the outside may not have the pretensions of many other hardware establishments, the "inside of the cup and platter," so to speak, receive all the care and attention necessary to the perfecting of the model hardware store; every line of goods show thoughtfulness and ingenuity in their arrangement. Along with the novel shot case, (which by the way, has already received attention in these columns) there is the window-glass rack, which is well worthy of a fuller explanation than space will permit me to give it. One can only estimate the value of a good thing by comparing it with a method or article of inferior quality, and, therefore, one can only realize how much there is saved in serving customers by having a properly numbered glass rack, as well as the economy and saving effected by having no lights lying around, which generally get broken, that have probably been taken out of a box by mistake, and left for a more convenient season to replace. Mr. Taylor has been giving the bicycle business much of his attention during the past season, and has done a satisfactory business therein. His recent addition of a bicycle livery is bringing a very fair revenue. The outlook for 1897 has the more extensive addition of a lathe and brazing machine, as well as a baking oven, which latter he is ingeniously building of sheet iron, asbestos lined, and which will be heated by an oil

stove of marvelous heating capacity. I can well understand the benefit that Mr. Taylor, as president of the Ontario Hardwaremen's Association, can be to its members in fully illustrating some of these schemes for store arrangement at some of their meetings, as well as advancing their other interests as to prices, etc.

Harland Bros., Clinton, Ont., who were slightly scorched by fire some few weeks past, have thoroughly renovated their three stores, and have put in plate glass fronts aggregating in all 66 feet by 8 feet high. Two of these stores are occupied by their extensive hardware business as well as their branch store at the other end of the town. The second flat of the main store has been made into a concert hall, of very fair seating capacity, and prospects point to the revenue to be derived therefrom that will fully disburse all running expenses connected with both stores making a very fair income. In connection with their extensive hardware business, they do a large business in blacksmiths' supplies, and coal and wood, and all branches being considered have one of the largest plants in the west.

NOT ALL HURT BY THE BICYCLE.

The bicycle may have injured the carriage trade, but it hasn't injured those carriage men who were shrewd enough to recognize them as vehicles, and carry them in stock.

It hasn't hurt the drop-forging men who are making the irons.

It hasn't hurt the wood-bending men who are furnishing rims, fenders and handles.

It hasn't hurt the top men who are making saddles.

It hasn't hurt the varnish men who furnish the enamel.

After all, the bicycle is closely allied to the carriage.—Varnish.

REMOVING TIN FROM SCRAP.

James Swinburne writes as follows in *The Mechanical World*, of London, regarding the removal of tin from scrap:

As sheet tin has from 3 to 5 per cent. of pure tin, it is clear that if all the scrap could be collected and have its tin taken off, the process would be very valuable. Tin is a very expensive metal, worth, say, \$400 a ton. If scrap tin is worth \$5 a ton, \$500 worth would contain \$1,200 worth of tin, and the iron or steel would be worth considerably over \$500. The presence of tin makes scrap tin useless as iron, but if it is completely removed the scrap can be worked up into good quality iron. My attention was specially attracted to tin by an inventor who came to me with a patent for stripping it. As the patent he owned seemed useless, I worked out another process. This was not electric, and consisted in dipping the scrap in baskets into fused caustic. If old tins were used, this also melted out the solder and corroded labels and varnishes so as to get at and remove the tin under them. The resulting stannate of soda was to be sold in that state, as it is a marketable chemical. The scrap coming out of the fused caustic had a good deal of the fused caustic sticking to it. It would on a large scale, therefore, be washed in successive baths, getting weaker and weaker and ending in water, the liquid being gradually moved up into the fused vat to replace that removed as stannate. By this means the expense of evaporating down all the caustic that adhered to the tin could be kept down. This process worked fairly well, but it was difficult to get the caustic to take up enough tin. The stannate thickens it very quickly, and the resulting mixture never contained enough stannate to be a commercial article. The tin could be easily removed from the caustic by electrolysis, and came down well.

FOR LONG RANGE GAME SHOOTING

SMOKELESS S.S. SPORTING POWDER

HAS NO EQUAL

High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO., LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts



TRIALS by ELEY BROS. and
"ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
" 43 " 872'72 " " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star. Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

A BRAVE HARDWAREMAN.

HAD it not been for the heroism of our popular hardware merchant, John Gardiner, a considerable part of our village would undoubtedly on Saturday morning last have been in ruins. About 3 a.m., when Mrs. Gardiner's baby roused her from slumber, she was surprised to see lurid flames shooting up from behind Reeve Bell's implement shop. She quickly awoke her husband. It took him only a few moments to reach the building. Had it been another man with less nerve the building was doomed. Inside of the building were five barrels of coal oil. The tap had been turned in one of them and the oil ignited. The flames were already shooting up between the shed in which the oil was stored, and the implement shop, while the floor was almost a mass of flames. Any moment the barrel might explode. The tap, with a handful of ashes, was quickly turned, and instead of dashing water on the burning oil, as most men would have done, he scattered ashes over it. By the time the alarm was given he had the fire under control. The origin of the fire is a mystery. Our citizens, who own the buildings adjacent to the outshed, are all men of absolutely unimpeachable character; besides, there is an utter lack of any motive. The implement building and contents were not, and never have been, in-

sured, and Graham & Co.'s insurance had lapsed for more than a week. C. E. Noble, too, was unluckily without insurance. The most reasonable conclusion seems to be that some sneak thief was relieving Messrs. Calhoun, who used the shed as a storehouse, of a few gallons of coal oil. In his haste he probably forgot to turn the tap. A lighted match carelessly thrown on the floor did the rest. This is the only tenable theory that can be advanced. This village, however, owes a debt of gratitude to Mr. Gardiner. It was a nifty act.—Herald, Dundalk.

WINTER FREIGHT RATES.

AT a meeting of the Montreal Board of Trade last week the following reply from Vice-President Shaughnessy, of the C.P.R., was received in regard to the winter freight rate matter: "I think it was understood when Mr. Hays, general manager of the Grand Trunk Railway, and I had the pleasure of meeting several representatives of the Montreal Board of Trade yesterday afternoon, that a formal reply would be sent by each railway company to the request then made, that what are known as the 'winter rates' should not go into effect until the middle of November, instead of November 2nd, as proposed by the railway companies. As briefly explained at the interview, the rates proposed

are not claimed to be excessive rates, and under other conditions the railway companies would not be accused of exacting more than they should properly receive for the service performed, if these rates were maintained during the entire year. Our geographical position and the cheap avenue of transportation furnished by the St. Lawrence river during the summer months, make it possible for the water carriers to cause a complete demoralization of rates during the period of navigation, so that each year we have, between points on the St. Lawrence River and the lakes, what may be termed a war of rates during the summer, and while these disturbed conditions exist, the railway companies must carry such traffic as they can secure at rates of compensation that are abnormal and quite inadequate to yield anything in the nature of a net return. Naturally, the railway companies desire to limit these unsatisfactory conditions to as short a period as possible, and, in doing this, they would not appear to deserve condemnation or criticism.

"Therefore, much as this company would like to grant any request, or conform to any suggestion emanating from your Board, I am afraid that we cannot postpone the date at which the rates in question shall go into effect, or in other words, that we cannot prolong the period of demoralization without serious injustice to our shareholders."

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR...

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

THE DISPLAYING OF STOCK.

IN regard to the dressing of show windows, particular attention should be given to making a good display in the upper front of the window. Some dealers prefer to have the windows left clear, so as to permit of a good view of the interior of the shop, which has some advantage, but as a general rule the more display made in the window the better. Imagination goes a long way with the majority of people, and if the window is attractive they will step inside the door to view the interior, which they might not do if the window afforded no view. Glazed paper of suitable color is quite effective for the floor of the window, and makes a bright and easily changed surface for displaying goods. Saws or any other bright surface goods which are light in weight may be hung in a show window, and make a good display by the use of brass-cased curtain poles, of, say, one inch diameter. Cut the poles up into lengths of proper size to fit the windows; screwing on the cut end a brass curtain knob, of which many handsome designs are now on the market. The saws can then be hung by the handles on these rods, and produce a good effect. Brass jack-chains can be festooned from one rod to the other, from which other tools can be neatly suspended. This arrangement occupies the upper part of the window, and does away with the cold "gallery effect," which is often seen in shop windows. A neat show card hung by a fine hair-wire, to face the street, can be used to good purpose. Frequent change is absolutely necessary to keep up public interest, and dirt and dust must be conspicuous by their absence. The brass rods mentioned can be purchased for a small amount, and can be used for years as permanent window fixtures. The rods are made of wood, and covered with a thin sheet of brass, which combines lightness with showy effect.

Most of the elements that enter into the display of goods in the window also apply to the interior of the shop to a greater or less degree. The window displays should be changed frequently, seasonable goods should be given the greatest prominence, and there should be, wherever possible, some central feature in the window calculated to attract and hold attention for a sufficient time to allow an incidental scrutiny of everything in the window. Much of the same thing applies to the ideal arrangement of goods inside a shop. An ironmonger who was questioned recently as to his practice with regard to the arrangement of stock said: "We are now in the midst of stock-taking, and when we are through you will notice a considerable change in our stock. Of course, it will cause us and our assistants some little inconvenience at first, and it will take us some time to get so we can lay hands on the goods

as quickly as formerly, but the good results to be gained are not problematical. Suppose, for instance, you are a regular customer, and have been coming in for some time to get things you need in your business. Ten chances to one you have been in the habit of staying in one place while you are in the shop, either near the front or, say, near to that stove. In the latter case you have probably found yourself gazing at those boxes of wrenches there on that shelf, with the samples on the outside, or at that screw case over there, every time you have been in. Now, when you are in next time, if you happen to see that the old friends have disappeared and new goods have been substituted, you will be attracted by the change, may be reminded of something that you need, and in all probability will find yourself walking round and taking in the new arrangement. I intend this year to take pains to make sufficient changes in the position of goods to attract attention very frequently. It is also my idea to have a series of stands and cases extending down the centre of the shop the entire length, with the goods so displayed, the largest ones at the rear to attract the eye of the customer, and to induce him to go clear through the shop on a tour of inspection."

While there is nothing at all new in the idea of the ironmonger quoted above, his suggestion is a good one, and there are many ironmongers' shops in which it might be adopted with advantage. The average shop is long and narrow. Most of the goods kept are of such a staple character that the customers think they know about everything there is in stock, and consequently have little incentive to explore the stock unless their interest is excited by displays that catch the eyes at a distance. In large shops it is well to have the goods of a class kept well together, so that a customer may inspect a full stock of each class at one time, and then pass on to the next department. In one part keep a stand of cycles and cycle accessories; in another, sporting requisites, such as golf and tennis goods and fishing tackle; in another, cutlery, or china and glass, or hollow-ware, brass goods, black ironmongery, and so on.

The ironmonger who makes a specialty of the sale of stoves, says Stoves and Hardware Reporter, will find it to his interest to devote as much space as possible to them, together with stove furniture, tinware, etc., and if he can devote a separate room to this branch of his business, there are many little inexpensive ways by which he can make it especially attractive to the ladies who constitute the majority of his customers in these lines. Feminine taste and convenience can be catered to in many ways, without going to the extreme of fitting the room up with

Brussels carpets, portieres and expensive paintings. Have the platforms on which the stoves are shown about 14 inches high, thus enabling the customers to look into the ovens of the cookers and the fire-pots of the heaters without bending. Stoves show off better when raised this height, and look larger than they really are. These platforms, again, should be covered with bright-colored oil-cloth, which adds to the appearance of the entire room, and facilitates the task of keeping them clean. On such portions of the walls as may not be taken up by shelves of tinware, etc., have bright-colored show-cards, calling attention to your stoves. You will receive many things from the manufacturers of the stoves you handle that will aid you here.

The suggestion about having the stoves raised is a good one. Many ironmongers are doing a first-rate trade in stoves now-a-days. Visiting a large retail shop in a London suburb recently, a representative of Ironmongery was shown a large room on the first floor which was booked entirely to stoves. The call was made in the afternoon. On one of the stoves was a kettle full of boiling water and teacups were on a small table near. Lady customers giving good orders were offered a cup of tea, which, said the ironmonger, was always accepted with hearty thanks and greatly appreciated. Another room on the same floor was being specially arranged for the display of cycles and sporting goods. Lady customers who go in for a tennis racket, or croquet set, or bicycle, will also be invited to have a cup of tea, and so be led to inspect the stoves. Then the ready ironmonger or his able assistant will be easily able to get attention brought to the advantages of the cookers, and fresh sales would be booked.

Here, too, is another idea that is worth considering. In lots of shop windows there is a space at the top which is not filled with anything in particular. There is an admirable way of utilizing this space. Put an ordinary shop clock in the window. There are thousands of people passing the shop every day anxious to know the time. Have your clock in the window, and keep it showing the correct time. Many people who would not otherwise stop before your window will thus be induced to do so; they will look at other things in the window, too, and if it is well arranged, will see things they need, or would like to have, and, again looking at your clock, will find they have got time to step in and buy.—Ironmongery.



We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

TRADE CHAT.

THE exports of pig iron, iron and steel manufactures from Germany during the first eight months of the present year were 1,034,368 tons, as compared with 998,065 tons for the same period in 1895, and 949,584 tons in 1894.

The bridge of the Drummond County Railway at Maddington Falls, which was carried away by the ice last spring, is about to be replaced by a steel bridge of standard construction, the contract for the work having been awarded the Dominion Bridge Company, Ltd. The cost of the work will be \$26,000. Since the bridge was swept away travel has been maintained by means of a temporary trestle bridge.

The September returns of the Cleveland Ironmasters' Association of England, show the following as the month's makes of pig iron: 125,000 tons of Cleveland iron and 136,000 tons of other kinds, a total of 261,000 tons, or 2,000 tons more than in August. There were 97 furnaces blowing, 49 of which were making Cleveland iron. Stocks decreased 46,383 tons in September.

A press despatch from Brockville says: "The Gardner Tool Works, which was bonused to settle in Brockville about seven years ago, is pulling up stakes, and moving out, as rapidly as possible to Sherbrooke,

Que., where another bonus, exemption from taxation, etc., is the attraction. The works give employment to about fifty men, the majority of whom have signified their intention of remaining in the employ of Mr. Gardner."

R. H. Buchanan & Co., of Montreal, have put in the River St. Lawrence an intake pipe 550 feet long into 15 feet of water for supplying clear water to J. P. Wiser & Sons' distillery, Prescott. To the shore end three powerful steam pumps are connected. At a test on Monday afternoon the three pumps drafted the water in a very satisfactory manner. The work was done under Mr. W. Perry's superintendence.

The latest move in a mining direction is the discovery of rich lead mines in Hastings County. A number of Toronto people have interested themselves in the mines, and they have already been worked, proving to be very rich. Shipments of galena have already been made to New York, for there are no satisfactory smelting works in Canada. Mr. A. C. Morris, of Toronto, has two mines in operation, and has already taken out an amount of ore. Mr. H. W. Joslin, of Toronto, is manager of one of the mines. The mines are situated in North Hastings, and the nature of the country leads experts to believe that the metal is abundant.

ROSSLAND SOLD OUT.

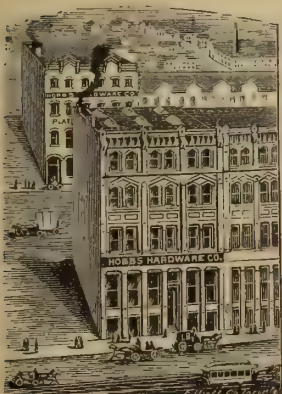
IN our issue of last week we stated that James F. Wardner had organized a wealthy syndicate of Montreal capitalists to invest in British Columbia mining properties. As soon as he returned to Rossland he began looking up a proposition for his people, and he soon came to the conclusion that The Miner has long held—namely, that the townsite of Rossland was the biggest gold mine of them all.

Having come to this conclusion Mr. Wardner set about securing an option on all the unsold lots on the townsite. To-day he holds an agreement, on which he has made the first payment, to deliver to him 842 lots for the lump sum of \$176,000.

This property includes every unsold lot on the townsite, which means every lot south of Thompson avenue except one half-block and two-thirds of the lots between Le Roi avenue and Thompson avenue.

This is the biggest real estate deal ever made in Kootenay. Mr. Wardner leaves for Montreal to-morrow afternoon at two o'clock.

As is well known, Mr. Wardner's syndicate includes several Montreal millionaires and some of the highest officers of the Canadian Pacific Railway. — Miner, Rossland.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

HOW PLATE GLASS IS MADE.

WE have often been asked, says Commoner and Glassworker, what is plate glass made of? How is it made?

To answer the terms as succinctly as possible, to the first we have to say that it is made of sand, soda and lime, fused at a very high temperature into a double silicate, which is called glass.

To the second, how is it made, we cannot do better than give the description of casting as made by M. A. Cochlin:

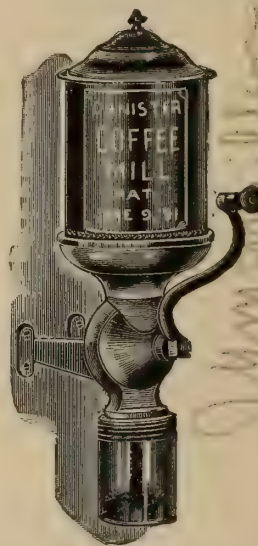
"When one enters for the first time into one of the vast plate glass works at night, the furnaces are closed, and the dull sound of a violent though captive fire alone interrupts the silence. From time to time a workman opens the working hole to look into the furnace at the condition of the glass; long bluish flames then light up the sides of the annealing ovens, the blackened beams, the heavy casting tables, and the mattresses on which half naked workmen quietly sleep. Suddenly the hour strikes; the call is beaten on the iron slabs which surround the furnace, the whistle of the foreman is heard and 30 strong men rise up. The manoeuvres begin with the activity and precision of an artillery movement. The furnaces are opened, the glowing pots are seized, drawn out and raised into the air by mechanical means; they pass like hanging globes of fire along the beams, then stop; and are lowered over the immense cast iron table, placed with its roller before the open mouth of the annealing oven. The signal given, the pot inclines quickly, and the beautiful opal liquid, brilliant, transparent and unctuous, falls and spreads over the table like ductile wax. At a second signal the roller passes over the red-hot glass; a workman with his eye fixed on the fiery substance skims off the apparent defects with bold and skilful hand; then the roller falls and passes off, and twenty workmen provided with suitable tools quickly push the glass into the oven, where it is annealed by slow cooling. The workmen then return the empty pot to the furnace and begin again, without disorder, without noise, without rest, until all the pots of the furnace have been cast. The pots are refilled, the furnace reclosed, darkness again falls, and the continuous noise of the fire preparing fresh work is again the only sound heard."

The process of taking it out of the oven is less dramatic than the casting. And it is striking to see twelve workmen, with no less help than leather straps, raise and carry this large, thin and fragile glass upon its edge, walking in step, like drilled soldiers, from the annealing oven to the racks, where it is

now ready for the next process, the grinding and smoothing:

The glass is now opaque, and must undergo the different processes of grinding, and smoothing and polishing, to make it transparent. As it has to transmit or reflect light no defect in it must disperse or obscure the rays. By this mechanical work the glass loses at least one third of its weight. A glass works producing a million square feet of finished plate glass annually would make about six million pounds of rough plate, and this when finished would only weigh three million five hundred thousand pounds, showing a loss in actual glass of two million five hundred thousand pounds, which passes off in the debris to the river.

CANISTER COFFEE MILL.



H. S. Howland, Sons & Co. have been appointed Toronto wholesale hardware agents for the Canister coffee mill. The receptacle for the coffee berries is air-tight and dust-proof. The grinding mechanism is simple and effective and the coffee can be made just as fine as is desired. A glass cup fastens to the bottom of the mill into which the ground coffee is received and from which it may be quickly removed. By the use of the Canister coffee mill the full strength and flavor of the berry is preserved and all foreign particles and air are wholly excluded. The mill is made in two sizes: No. 1, for hotels and boarding houses; No. 2, for family use. No. 1, will hold two pounds of coffee and No. 2, one pound. H. S. Howland, Sons & Co. claim that this is the best value mill on the market because of its durability and large saving of coffee. H. S. Howland, Sons & Co will be pleased to send samples and price to the trade on application.

THE BRITISH STEEL INDUSTRY.

The British Iron Trade Association has published the statistics of the production of steel in the United Kingdom for the first half of the year. "The figures show an almost unprecedented increase. The total production for the six months was 1,969,320 tons, or at the rate of 3,938,640 tons a year, which is by far the largest output of steel hitherto arrived at in a single year by any European country. The figures have, how-

ever, in several years been exceeded by the steel output of the United States. There is every probability that the demand for steel will continue on a large scale. Some descriptions of that metal have lately been even scarce, and there is difficulty in having orders filled. There is a continuous substitution of steel for wrought iron for structural and other purposes, and it is probable, although by no means certain, that the great advance in the output of steel will be coincident with a decreased production of malleable iron. The growth of the steel trade in all branches has been so rapid that the plant now in operation in this country is generally of the most modern kind, and if our manufacturers can only keep free from strikes and get fair terms from railway and shipping companies they may take heart of grace for the immediate future."

HOUSE TO MOVE AS A CYCLE.

THIS is an age of wheel-work, but few persons will be altogether prepared for an idea which we are credibly informed is to be one of the outcomes of the forthcoming "motor" boom, says London Telegraph. A gentleman whose inventions have exerted an immense influence on the development of cycles and motor cars, and who occupies a prominent place in the commercial circles chiefly interested in them, is building, or has taken all the steps preparatory to building, a two-storey house, which is to run upon wheels, and be capable of being propelled by a motor underneath it.

There is no reason at all, this gentleman considers, why all houses should not be built with reference to the desirability of an occasional change of site, and now that motor engines have been abundantly proved to be effective for the propulsion of carriages, he means to show that it would be just as easy to move a house as an omnibus. He is planning his four-roomed house with a framework of steel tubes, and with a collapsible upper storey—so, as to be capable of passing under a bridge if necessary—and he hopes to have it "on the go" in the course of the next two or three months. We may yet hope, it appears, that before a great while it may be possible to go to the seaside and take the house and all with us.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

STEEL-CLAD BATHS

"NICKEL-PLATED"

We are now prepared to supply our
Steel-Clad Baths with **Nickel-Plated**
Linings at an advance on the list of

\$1.50

COVERED BY LETTERS PATENT
INFRINGEMENTS PROSECUTED



THE hardness, brilliancy and durability of
Nickel makes it peculiarly adaptable for the
purpose, and will, we are sure, commend this
innovation as a further advance in the sanitary and
artistic economy of the bath-room, the more especially
on account of the very low price at which we have
placed it.

**The Toronto Steel-Clad Bath
and Metal Co., Ltd.**

SKATES

We have a complete stock of all sizes of the following :

<i>German Acme</i>	<i>Nos.</i>	<i>5, 7, 10</i>
<i>Canadian</i>	" "	<i>5, 3, 7, 10</i>
<i>Starr Hockey</i>	" "	<i>5, 7, 10</i>

We also carry full line of fixtures. Write for prices and book your orders now.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

BUY THE . . .

"M" BRAND 1896

HORSE SHOES * AND * HORSE NAILS

AND GET THE LATEST AND BEST.

MANUFACTURED BY **MONTREAL ROLLING MILLS CO.**

N. B.—Send for our Horse Shoers' Catalogue.



ACTION ON ALUMINUM OF ILLUMINATING OILS.

WITHIN the past year or two there have been many proposals to utilize aluminum for the purposes of making drums, casks and other vessels. Indeed, the notion has received practical application, and there is no doubt that, owing to its superior lightness, aluminum presents, for some liquids at least, a most suitable substance for the manufacture of containing vessels. The idea has been noted that aluminum would be suitable for the manufacture of casks and drums containing illuminating oils. In view of this, says The Decorators' Gazette and Plumbers' and Gas Fitters' Review, of London, some experiments have recently been made by K. W. Charitschkow, in order to determine whether these oils, from the impurities which most of them contain, are capable of acting deleteriously upon this metal. In one of our foreign exchanges we recently saw an account of these experiments. Without following the author through the details of his work, we may note his main conclusions. Strips of pure aluminum were almost completely immersed in the distillates from petroleum, solar oil and benzine and in petroleum spent acids for four months at the ordinary temperatures. With the exception of that exposed to the action of benzine, which had increased in weight 0.08 per cent. and become slightly spotted, none of the strips were acted upon. The author suggests the lower molecular weight of benzine as the possible explanation of its great energy. At temperatures of about 165 to 175 degrees F., and 200 to 250 degrees F., the strips in the petroleum distillate and crude petroleum were intact after 48 hours, but after heating at 380 to 390 degrees F. for 38 hours under a flux condenser the aluminum in each case had increased in weight—in the petroleum distillate by 0.016 per cent., and in the petroleum by 0.017 per cent. From these results the author considers pure aluminum superior to copper and equal to iron in its power of

resisting the action of petroleums. It is specially suitable for vessels, such as cooling tanks, etc., in which the temperature of the petroleum does not exceed 280 degrees F. Obviously the oil must be freed from any alkali, which would increase its solvent power.

MINING CAMP ADVERTISING.

One of the oddest and funniest features of life in the new mining camps of the west is the advertising methods adopted by the wide-awake business men, and the high-sounding names given to their places of business. The orthography of the sign-boards is often quite in accordance with the views of those persons who wish to change our present system of spelling. The writer once saw over the door of a dirty little tent about 10 x 12 feet in size these words painted on a pine board:

"Fifth Avenue Hoetell."

A transparency in front of a little half log and half slab cabin announced:

"Select Dancing School. No fighting or Shooting allowed."—Detroit Free Press.

COPPER FOR A MONTH.

James Lewis & Son, Liverpool, report as follows on copper in their circular of October 1st: "The market has lacked animation during the past month, though it has remained firm, with moderate fluctuations in the value of good merchantable copper, which closes 13s. 9d. higher for cash and 17s. 6d. for three months' prompt, the advance on the latter having widened 3s. 9d. with the increased dearthness of money. The extreme quotations were marked during the first ten days from £47 1s. 3d. cash on the 1st to £48 3s. 9d. on the 10th ult. For refined copper there has lately been more enquiry, and manufacturers have taken a considerable quantity of American electrolytic at the low prices at which it was offered—this being the cheapest quality of copper obtainable—resulting in an advance of 10s. per ton during the last few days. About 500 tons of Rio Tinto tough cake have re-

cently been sold at £50 per ton at the works, equal to £50 15s. delivered Birmingham, and an advance of 5s. on this was paid yesterday. For the best brands of best selected ingots sales at £51 5s., delivered Birmingham, have been made. Much less copper is now offered for sale from the United States than was the case some time ago."

SHOP WRINKLES.

KEEP tennis racquets in moderate temperature, or the strings fly. Oil gut with linseed oil before storing away. Sometimes a lamp burner will not take what is evidently the correct size wick, or your wick may be too thick or wide. Just take the wick and pass, say, half a yard through the handle of a drawer, and holding both ends tight draw it to and fro, this will thin the wick and narrow it all through, and fit the burner nicely.

If a cartridge when loaded seems bulged by accident or the shot by turning in too tightly, damp the case, and a small strip of board placed on same and worked to and fro, rolling the cartridge on the edge of counter, the brass flange part being off the counter, will effectually give the right form and ensure perfect fit in the gun chamber.

Get into the habit of always entering goods sold, before tying them up or labelling them. Also when receiving cash for an account, credit in your cash book first, then receipt the bill. Of course, everyone does this, so needless advice. Do they? How then comes it that bills are so often sent in after payment, to the disgust of both customer, assistant, and often employer.

No. 26 corrugated iron weighs just twice as many pounds as the number of feet in length of the sheet. A six-foot sheet weighs 12 pounds, a 7-foot sheet 14 pounds, and so on.

From price of 1 pound to get the price of an ounce. Price in pence divided by 4 gives answer in farthings. Example at 2s. per lb.: 24 pence divided by 4 equal 6 farthings, or 1½d. per ounce.—"Nemo" in Hardwareman.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

. . . TORONTO

The name

Butler's

TRADE MARKS



is known throughout the world for reliable **CUTLERY**

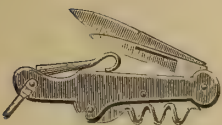
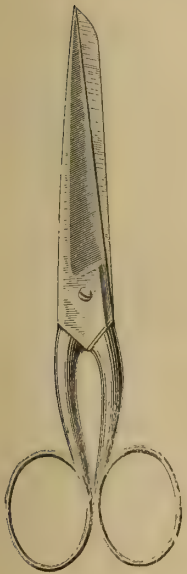


CELEBRATED "CAVENDISH" CARVERS

Registered



Butler's Famous "Keen" Razors



1-2 IN., 5-8 IN., 3-4 IN. ROUND OR SQUARE POINT.

Our Prices Are Right

GRAHAM Cut and Wire Nails are the Best.

Orders Filled Promptly

H. S. HOWLAND, SONS & CO., TORONTO

*H. S. Howland & Sons & Co.,
p. 100-110*

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 30, 1896.

HARDWARE.

THE general hardware market has ruled active on the whole. Business for actual immediate wants is fully equal to last year, but when it is a case of orders for future delivery some time ahead traders find it absolutely impossible to do any business. Values, as a rule, record few changes, the most important this week being declines of 25c. per keg on horseshoes and 10 per cent. on tire bolts. Demand for both is better than it was, and the same can be said of cut and wire nails, horse nails, tacks, screws, rivets, etc. Wire, however, is dull, and the movement in cutlery and other shelf goods has resolved itself into a small business on sort ing account.

PLAIN WIRE—There is no activity in plain wire, business in hay-baling having fallen away to almost nothing. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—There has been no life whatever in this line. We quote: \$3.12 1/2 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Makers have experienced more demand for wire nails, but buyers will not talk business on futures. Discounts, 70, 10 and 5 f.o.b. in Quebec, 70 and 12 1/2 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12 1/2 in Maritime Provinces and British Columbia, and 67 1/2 and 5 in Manitoba and the Territories.

CUT NAILS—There has been a fair demand for cut nails, prompt shipment for immediate wants. Buyers, however, will not stock up ahead. We quote, as before, \$2.75 f. o. b. Montreal.

HORSE NAILS—Demand for horse nails is quite active in a small way. Discount continues at 50 per cent.

HORSESHOES—The anticipated decline in steel horseshoes has resulted, and the range now is 25c. lower, at \$4.50 to \$5.50 as to grade. Iron shoes are untouched at \$3.50.

TACKS—Meet with a fair demand.

SCREWS—A good demand for the season experienced. Discounts now are: Flat

head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77 1/2, 10 and 10; and round head, brass, 72 1/2, 10 and 10 per cent.

BRASS AND COPPER WIRE—There is a fair trade, with discount 12 1/2 per cent.

TIRE BOLTS—There has been a reduction in tire bolts of over 10 per cent. The new discount is 65 and 10 per cent.

IRON RIVETS—A fair demand is experienced for these, and discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Continue in good demand at 50 per cent.

ROPE—Business is not active, though some enquiry was noted this week. We quote: Sisal, 6 1/4 to 6 3/4 c.; manilla, 8 1/2 to 9c., and deep sea line, 13 1/2 to 14c.

CHAIN—Coil chain is asked for to a fair extent.

CUTLERY—Good, fair sorting-up orders are noted, but buyers will not have anything to do with goods for late delivery.

SPORTING GOODS—Demand is well maintained for all kinds of firearms and ammunition.

SHOT—Good lots of this keep moving out, on the basis of 6 to 6 1/2 c., with 17 1/2 per cent. off.

CHURNS—Business continues much as it was with basis unchanged at 70 per cent.

CLOTHES WRINGERS—Demand is of a moderate character at \$26.50.

TOOLS—Draining tools, such as spades, shovels, etc., are in fair demand. Other descriptions are not much asked for.

AXES—There is a good demand for axes. We quote: Ordinary, \$7; buck, \$5.75, and small steel, \$5.50.

IRONWARE—Is in moderate request, and the same applies to stove furnishings in tinware.

BUILDING PAPER—There is a fair demand, but prices are not by any means firmly held. We quote: Plain building, 30 to 32c.; tarred lining, 40 to 42c.; and do. roofing, \$1.40 to \$1.50.

CEMENT—There is a fair demand for cement. Sales of 4,450 barrels of Belgian at \$1.80, and 500 English at \$1.90 are noted. All this stock goes west.

FIREBRICKS—There is a fair demand for these at \$16 to \$21 per 1,000.

METALS

There is somewhat more activity in heavy iron and metals this week, but its volume is still confined to narrow limits. The most prominent fact is the marked strength of



McClary "Belle"

A Cheap and Highly Finished Heating Stove for Coal.

Bright, polished Iron Body, with Brick Linings and heavy cast Dump Grate; Ash Pan; Legs bolted to Stove and cannot fall out; 7-in. Pot Hole for kettle; Swing Top, with Fancy Nickered Urn and Shaker.

Just the thing for a small room.

Height over all, 49 inches. Diameter of Polished Iron Body, 9 inches.

LIST PRICE, \$8.94

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL,
WINNIPEG, VANCOUVER.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

Penny Wise

The old saying "Penny Wise and Pound Foolish" is especially true in purchasing horse nails. Don't take any risk when you can avoid it by buying the old standard "C" Brand, which has stood the test for over 30 years, and to-day has no superior in quality of material and superiority of design. Every nail is perfect and ready for immediate use. Ask for the "C" brand and insist on being supplied with them. The cost is the same as for other brands. Our name is on each box.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

... Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

tin, terne and Canada plates, all of which are higher than they were. Other lines, as a rule, are unchanged.

PIG IRON—The only business of moment has consisted of about 300 tons of No. 1 Hamilton at \$18, and some No. 1 Siemens at \$17 to \$17.50. Scotch pig is purely nominal in the absence of transactions.

BAR IRON—Car lots of bar iron have sold at \$1.45 and even this might be shaded for a large quantity, but we quote, in a jobbing way, \$1.45 to \$1.50.

HOOPS AND BANDS—There are some small quantities of hoop and band iron moving at steady prices. We quote \$1.75 for domestic and \$2.20 to \$2.25 for British.

SHEET STEEL—Trade is of a confined character at \$2.60 to \$2.75.

SHEET IRON—There was no change in sheet iron. A fair movement is noted and \$2.50 to \$2.60 is asked for small lots, but this would be shaded 10c. in the case of a large lot.

TINNED IRON—There is no change, business ruling extremely quiet at \$5.75 up to 24 gauge.

GALVANIZED IRON—Quite a number of import orders for fall shipment are noted. Business in distant futures, however, is nil. The movement from stock here is of a very narrow character. Prices are held steady at \$4.35 to \$4.50.

LEAD PIPE—No large contracts are noted, but small quantities are moving out at 7 to 7½c., with 30 and 5 off.

PIG LEAD—Quite a few small lots have been asked for and taken at \$3.25, but this would be shaded for a large lot.

PIG TIN—The easy feeling in tin continues though there is no quotable change from 14½ to 15c., last week's range.

INGOT COPPER—A few small lots continue moving at 12 to 13c.

SHEET COPPER—Without any particular animation at 16c.

IRON PIPE—Iron pipe has been asked for to a fair extent, but few large contracts are spoken of by makers. Discounts are: ¾ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—The firm feeling in Canada plates noted last week is fully maintained. Offers of \$2.25 were refused to-day for small lots and though a round lot might be obtainable at the price it is not likely that the price will hold long. In fact, we quote \$2.30 to \$2.35 for jobbing trade.

TIN PLATES—This line has advanced the equivalent of 15c. all round since last report, but demand has not been quickened by the fact. We now quote \$2.85 to \$2.90 for

W. G. HARRIS

Wholesale Buyer

... of ...

SCRAP

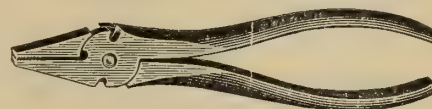
BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference :

Imperial Bank; Toronto.

HENRY BOKER'S



WARRANTED

Fencing Pliers

Unsurpassed in Quality and Pattern.

Rice Lewis & Son

TORONTO

Varnish For Front Doors

Requires to be tough to stand the wind and rain and hail. It requires to be durable to stand the hot sun. It must withstand these conditions, at the same time keep bright—if it's good.

That's just what

Perfecto

Varnish does. It's made for hard wear—it's made to shine.

The Cottingham Varnish Co.

LIMITED

Montreal.

coke tin plate. Charcoals are held at \$3.30 to \$3.80 as to grade.

TERNE PLATES—Demand for these has been better during the week and values are rather firmer, \$5.75 being refused this week, the sellers stipulating for \$5.85, and we quote \$5.85 to \$6.25, though a round lot might still be shaded.

SOLDER—Continues without feature at 11½ to 13c.

SHEET ZINC—Was fairly active at 5 to 5¼c.

SPELTER—A few small orders are noted at \$4.50 to \$4.75.

ANTIMONY—Featureless at 10c.

GLASS.

The demand for window glass is maintained in fair proportions. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

Although business cannot be called as active at this season as in former years, there is a better feeling, and before the close of navigation some increase in the volume of business is looked for. The only change of interest is the shading of 1c. in the price of turpentine, and an advance in castor oil of ½c.

WHITE LEAD—In better demand. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Demand fair, with prices steady. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Without change,

LINSEED OIL—No change noted, but values have an upward tendency at 46c. for raw and 49c. for boiled, net 30 days; 5 and 10 barrels 1c. less.

TURPENTINE—Has been shaded 1c. during the week, and we quote 44c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—Firm and unchanged at 47½ to 50c.

CASTOR OIL—This oil has been marked up ½c. to 8½ to 9½c.

NAVAL STORES—Dull. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

All heavy chemicals are steady, and demand fairly active. We quote as follows: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

In good demand and steady, as follows: Canadian, 16½c. and American 20c., in single barrels; car lots, of course, being had for less money.

HIDES.

The hide market continues firm at the advance. Dealers paid 7, 6 and 5c. for the three grades this week, and are asking 1c. advance on that basis.

ASHES.

This market continues quiet with receipts rather light. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.45 per 100 lbs.

MONTREAL NOTES.

Sales of castor oil were made this week at an advance of ½c. per gallon.

Arrivals of English cement were 5,450 bbls. and 2,300 Belgian, and the receipts of firebricks were 25,000.

Sellers reduced their price on turpentine this week 1c. all round. Demand is not brisk at the decline.

Trade discounts on tire bolts have been increased over 10 per cent. this week.

Steel horseshoes of all brands are now 25c. cheaper than they were a week ago.

Lamplough & McNaughton have had a brisk demand locally for their "Gem" raisin seeder. It retails at \$1.

Jobbers asked an advance of 5c. on Canada plates in several instances this week and obtained it. Tin plates also are 10c. higher.

The Montreal Rolling Mills Co. have just sent out their blacksmiths' and horseshoers' catalogue for September, 1896. Every trader in the Dominion on the mercantile list was sent one. Any readers of this paper who have been missed can have one on application to the offices of the company, 3080 Notre Dame street, Montreal, by mentioning **HARDWARE AND METAL**. The catalogue and pamphlet of 20 odd pages has illustrations and price lists of all the blacksmiths' supplies manufactured by this company.

ONTARIO MARKETS.

TORONTO, Oct. 30, 1896.

HARDWARE.

TRADE is much about the same as a week ago. If there is any change it is in the direction of increased activity. Taking it all round there is a nice trade being done, particularly in fall specialties, both in hardware and tinware. Sleigh bells are going out in nice quantities and skates are being freely booked for future delivery. If anything there has been a slight increase in the demand for or-

dinary fence wire, but business in this line is still dull. A further increase is to be noted in the demand for nails. Orders are coming in freely for horseshoes. Some nice lots of screws have changed hands. Business in churns is a little better than it was. There have not been many changes in prices. Steel horseshoes have been reduced 25c. and the discount on tire bolts has been increased to 65 and 10 per cent. Payments are fair.

ORDINARY FENCE WIRE—There has been a slight increase in the orders for ordinary fence wire; also for hay-baling wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

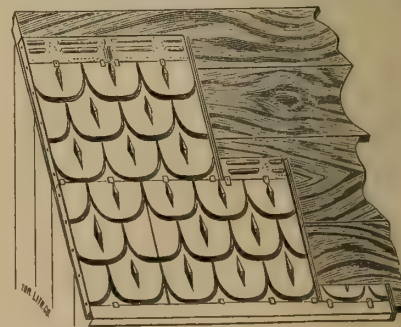
PLAIN WIRE, ETC.—Trade is fair, but no large sales are reported this week. We quote: Tinnners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal or Hamilton; no freight allowance.

BARB WIRE—There is virtually nothing doing. We quote: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—An increased demand has been experienced during the week. Discounts are 70 and 12½ Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.;

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—Trade in this line has also shown some improvement, but not in proportion to that in wire nails. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business is much about the same as it was a week ago. Discount 50 per cent.

HORSESHOES—Orders are coming in freely. A reduction of 25c. has been made in the price of steel shoes. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—A few large orders have been received during the week, and in general trade is fair. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is moderate. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is still quiet. Discount, 60 per cent.

RIVETS AND BURRS—Outside copper rivets trade is quiet. A new copper rivet has been placed upon the market. It is slotted or bifurcated, and is put up in cartoon boxes. It is sold complete with tools at \$1.25 per box. We quote: Stove bolts, 60 and 10; black and tinned tinner's rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

BRASS BUTTS—Trade is much as before. Discount, 17½ per cent.

ROPE—Trade is much about the same as it was a week ago, just steady. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—There has been no change since a week ago, a fair sorting-up trade still being done.

SPORTING GOODS—The demand keeps up well.

CHURNS—Trade has improved during the week. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Trade is quiet and prices unchanged. We quote \$26.50 for small quantities.

TOOLS—There is still an active demand for such lines as grain scoops and snow shovels. An increased demand is to be

Art Metal Work and **FOR INTERIOR EXTERIOR FINISH**

We make the largest variety, most accurate fitting, ornamental, durable and reliable in the Dominion. No imitator has anything equal. No light-weight, trashy stock used in our makes. **Prices right.**

Metallic Roofing Co., Ltd., Wholesale Mfrs. Toronto

noted for hay knives. There has been some cutting in the price of steel snow shovels, and the ruling figure now appears to be \$2.60 to \$2.65 per dozen.

AXES—The slight improvement noted last week appears to have been maintained. We quote \$5.25 to \$9 according to quality.

BUILDING PAPER—Trade is keeping up nicely. While the figures named below still rule for small lots, a slight reduction can be obtained on large lots. We quote: Plain building, 32c. per roll; tarred lining, 42c.; tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—Trade is still active in rope halters, cow ties, cinder sifters, etc.

CEMENT—Quiet, at \$2.35 for Portland.

LEATHER BELTING—There is not much doing. We quote: Standard, 45 and 10 per cent; extra, 40 per cent.; agricultural, 55 per cent.

SKATES—Are being freely booked for delivery next month. Specifications are being asked for from the jobbers, so that stocks can be regulated.

METALS.

Trade in heavy metals is as a rule light. Nearly every order coming in contains more or less tin plate. Bar iron is slightly lower f.o.b. factory, and pig lead is a little dearer. These are the only changes to be noted in prices.

PIG IRON—Little or no interest is being taken in the market. The only transaction we hear of is a sale of a carload of No. 3 Siemens iron at \$16 Toronto. No. 2 domestic iron is nominally \$16.50.

BAR IRON—Prices are slightly lower f.o.b. factory in large quantities. From stock prices are as before. The improvement in the demand hitherto noted continues. Base price \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Some good sales have been made during the week. We quote \$2.25.

SHEET STEEL—The demand is steadily increasing and stocks are low in some

gauges. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—The increased business noted last week has been maintained, some large lots having gone out during the past few days. We quote as follows: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—An increase in the shipment from stock is reported, and in prices an upward tendency has developed. We quote, in case lots, Gordon Crown and Queen's Head: 16 gauge, \$4.05 to \$4.15; 18 to 24, \$3.80 to \$3.90; 26, \$4.05 to \$4.15; 28, \$4.30 to \$4.40. For broken lots 25c. per 100 lbs. extra is charged.

TINNED IRON—Dull. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE AND TRAPS—Business remains steady. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Not much doing. Discount, 60 and 5 per cent.

PIG LEAD—Trade is a little better than it was. Prices have advanced, the figures now being 3¼c. for ton lots and 3½c. for small lots.

INGOT TIN—The volume of business is not large, but it is steady. We quote 15 to 16c. according to quantity.

INGOT COPPER—Market is quiet. We still quote 11¼ to 12c.

SHEATHING COPPER, BRAZIERS', ETC.—Sheathing copper is quiet. Business is fairly

good in braziers' and roofing copper. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—There is still a good lively demand to be noted for iron pipe. Discounts on Canadian pipe from stock are as follows: $\frac{1}{4}$ -inch, 65 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ -inch, 67 $\frac{1}{2}$ per cent.; $\frac{3}{4}$ to 1-inch, 70 and 5 per cent.; 1 $\frac{1}{4}$ to 1 $\frac{1}{2}$ -inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47 $\frac{1}{2}$ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—There is practically nothing doing. We quote: 1 $\frac{1}{2}$ inch, 6 $\frac{1}{2}$ c.; 2-inch, 7 $\frac{3}{4}$ c.; 2 $\frac{1}{2}$ inch, 9 $\frac{1}{4}$ c.; 3 inch, 11c.

RANGE BOILERS—The demand is being well maintained. We quote: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade is active, and jobbers are experiencing some difficulty in supplying the demand from those who do not book for import. Prices are firm with an upward tendency. Prices from stock are \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—A slight demand is shown in shipments from stock, and the import trade for spring delivery is increasing. Prices are firm. We quote: Charcoal, M.L.S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—The slight improvement in the demand last week does not appear to have increased further. Quotations on coil chain are: $\frac{1}{4}$ in., 4 $\frac{5}{8}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Business is quiet and prices unchanged. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Trade is fairly active. We quote: 5c. for cask lots and 5 $\frac{1}{4}$ c. for small lots.

ZINC SPELTER—Quiet. We quote: Foreign, 4 $\frac{1}{2}$ to 4 $\frac{3}{4}$ c.; domestic, 3 $\frac{3}{4}$ to 4c.

ANTIMONY—Featureless. We quote: Cookson's, 9 to 9 $\frac{1}{2}$ c.; other makes, 8 to 8 $\frac{1}{2}$ c.

OLD MATERIAL.

The demand is a little better. Supplies are coming in more freely and prices are firm with the demand for wrought scrap good. We quote: Agricultural scrap, 45 to 47 $\frac{1}{2}$ c. per cwt.; machinery cast, 47 $\frac{1}{2}$ to 50c. per cwt.; stove cast scrap, 27 $\frac{1}{2}$ to 32 $\frac{1}{2}$ c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop

NICHOLSON FILES

EXCEL

in Temper,
in Keenness of Teeth,
in Durability.

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.
NICHOLSON FILE CO.
BOX 4, PROVIDENCE, R. I., U.S.A.

Daily Production
5,000 dozen.

Send for
Catalogue
with

450 Illustrations

FREE.

Mention this Paper.

iron, 10c.; new light scrap copper, to 7 $\frac{1}{4}$ c. per lb (bottoms), heavy scrap copper, 7 $\frac{1}{2}$ to 8c.; new light, 7 to 7 $\frac{1}{2}$ c.; light scrap brass, 4 to 4 $\frac{1}{2}$ c.; heavy yellow scrap brass, 5 $\frac{1}{2}$ c.; heavy red scrap brass, 6 to 6 $\frac{1}{2}$ c. scrap lead, 2c.; zinc, 1 $\frac{1}{2}$ to 1 $\frac{3}{4}$ c.; scrap rubber, 3 $\frac{1}{4}$ to 3 $\frac{1}{2}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs

GLASS.

The demand for window glass is active and some good sized orders have been received during the week. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

East of Toronto and about the Ottawa district trade seems to be fairly active. The big deals in lumber which are reported from the Ottawa River section have given a fillip to business there. North of Toronto, the Parry Sound and Georgian Bay lumbering industries are, on the other hand, as dead as the proverbial "door nail," and the movement in paints, oils and varnishes in the north county is decidedly flat. Locally, things are quiet. Collections, however, are pretty fair, and a healthy, hopeful feeling obtains. White lead is in good request. Putty, oxide of iron and ochres are moving briskly owing to the near approach of the winter rates on the railways. Ready mixed paints are only going out in a hand-to-mouth manner. Varnishes and Japans show more activity. Enamels and painters' sundries are without feature. There is a good demand for linseed oil, but trade in turpentine is slow.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations are for the cities of Toronto, Hamilton, London and Montreal: Raw, 1 to 4 barrels, 46c.; ditto, 5 to 9 barrels, 45c.; boiled, 1 to 4 barrels, 49c.; ditto, 5 to 9 barrels, 48c. To outside western points prices are (freight allowed): Raw, 1 to 4 barrels, 47c.; 5 to 9 barrels, 46c.; boiled, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32 $\frac{1}{2}$ c.

CASTOR OIL—In cases, 7 $\frac{3}{4}$ c. per lb. and 8 $\frac{1}{2}$ c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-b. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2 $\frac{1}{2}$ to 3c. in barrels and 4 $\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 $\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

MARKET NOTES.

A reduction of 25c. is announced in the price of steel horseshoes.

The discount on tire bolts has been increased to 65 and 10 per cent.

There has been a revival in the dry color trade and the manufacturers are busy filling orders.

The James Robertson Co., Ltd., report that the sale of ferrosteel registers and ventilators has been much beyond their expectation.

The saw works of the James Robertson Co., Ltd., Toronto, are running full time, and a good many orders are being booked for future delivery.

The varnish works of the James Robertson Co., Ltd., on Eastern avenue, has been

refitted throughout, and is now one of the best equipped plants in Canada.

H. S. Howland, Sons & Co. are in receipt of another shipment of "Cold Blast" lanterns. The firm has also a fresh shipment of Bosley's felt weather strip.

Frankel Bros. have purchased the machinery of the burnt ss. Baltic from the Great Northern Transit Co.; also the entire ruins of the Thompson Electric Works, of Waterford.

Referring to H. S. Howland, Sons & Co.'s advertisement in this issue, they report their stock of George Butler & Co.'s cutlery to be complete. The various lines carried by them are moving off lively just now, as the retailers throughout the Dominion are placing their orders for the holiday trade before the stock is broken. There is an increased demand for these goods, especially "Keen" razors and "Cavendish" carvers.

UNITED STATES MARKETS.

NEW YORK, Oct. 30, 1896.

PIG TIN—London quotations came about 12s. 6d. to 15s. lower and values here weakened more or less in sympathy. There was quite good trading at the decline, however, including some dealings on speculative account in addition to purchases by local dealers and the out-of-town trade. On 'Change two 5-ton lot sales were recorded at 12.90c. for October delivery. Outside several contracts were turned for November and December delivery at quite a good price, and fair sales of spot stock were made at prices on the basis of 13c. f.o.b. There was nothing new in market surroundings except a decline in the price of silver, to which seemed largely due the fall in tin.

COPPER—Nothing was reported or rumored in the way of important new business or demand. In fact, there were no indications of anything doing outside of deals that may be engineered direct by large interests, from whom information is usually very tardy. Surface appearances, however, were that the tone of the market is firm. Prices were quoted somewhat variously, the extremes being 10½ to 10¾c. for Lake Superior ingot; 10½ to 10¾c. for electrolytic, and 10¾ to 10½c. for casting stock.

FIG LEAD—The trade demand was only fair, and speculative and investment inquiry were hardly as good as they have been of late. Prices were apparently firm, however, with 2.85c. the inside rate for common domestic, and purchases not easy to effect at under 2.90c. for either prompt or future delivery.

SPELTER—Fair sales were made of carload lots of Western at 3.75 to 3.80c., delivered in this locality, and the market

Best Varnishes

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an

advertisement

in the

CONTRACT-

RECORD.

TORONTO
will bring you
tenders from the
best contractors



BOECKH'S STANDARD

BRUSHES

The leading brushes
and handled by the
leading trade of the
Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

COOKE'S

SASH LOCKS
and SUPPORTS

Well-Known

Popular

Reliable

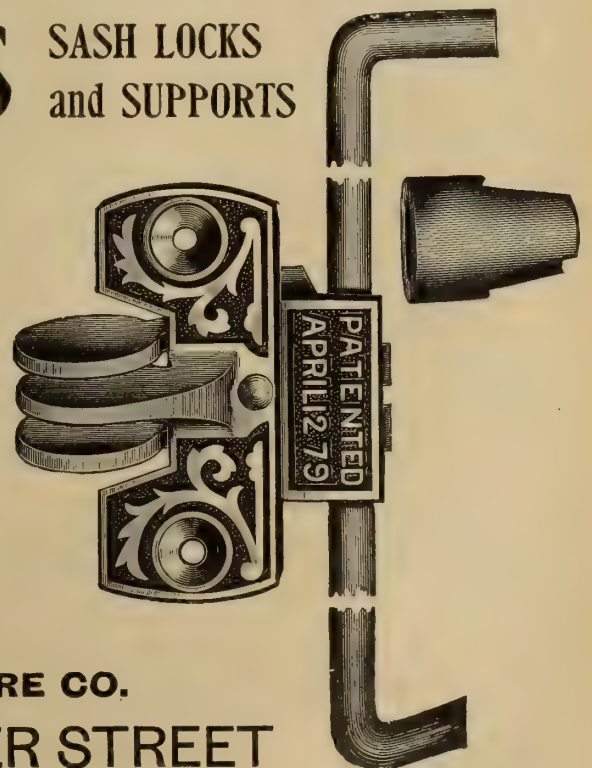


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



appeared very firm in tone, with sellers' prices ranging between 3.75 to 3.87½c., according to brand.

ANTIMONY—Jobbing sales at about steady prices is the only business passing. Regulus quoted at 7¼ to 7¾c. for Cookson's, 6¾ to 6½c. for Hallett's and 6¾c. for Japanese.

TIN PLATE—Dealings in American plates for future are still on a very fair scale and prices for the goods are held firmly. Foreign makes are also held firmly, but meet with slow sale.

IRON AND STEEL—The market for pig iron and old material remains quiet, since consumers are well supplied from stock going out on contracts, and apparently non-speculative, while buying interest in other directions, except at prices considerably under the lowest named by holders, remains flat. In finished goods there is merely a fair business, the most of which is at practically unchanged prices.

DISPLAYING STOVES.

IN this department in last week's Reporter appeared a dissertation on the advisability of introducing more color in stove and hardware windows than is generally the case. Hints were given for stove windows in which the backgrounds, fixtures, drapery, etc., etc., probably seemed to approach more to the dry goods window standard than is usually realized in displays of metal goods. It is believed that the suggestions will commend themselves to the common sense of dealers, however, and undoubtedly many will find it to their interest to introduce such ideas occasionally as a somewhat unique departure from usual methods even if they do not approve of them as a regular window diet. The following suggestion for background and display frames for a general hardware window is given The Reporter by a practical man who is an apostle of the gospel of color and striking display as applied to hardware windows: Assume for convenience that the window is 10 feet high, 10 feet wide and 6 feet deep. A foot and a half from the pane build a frame of 2 x 4 timbers consisting of two uprights 8 feet high connected at the top by a cross bar 8 feet long, making a frame 8 feet square. A foot and a half back of this build a smaller frame 6 feet square, and the same distance back of this place another frame 5 feet square. On the rear wall of the window drape in cheese cloth or cotton flannel a space of 5 feet square in line with the last frame mentioned. The four corners of this space should be plaited in maroon cloth and the centre puffed in dark brown. Puff the frames in bright red cloth. On background and frames fasten such articles of hardware or housefurnishing goods as may be desired. Bright goods should be shown on the back-

ground and rear frame or frames and dark ones in front. The dark background will give the impression of distance, and deepen the perspective of the display. In the front of the window, below or in front of the first frame, have some good fixture display. A circular shelf display of pocket knives, razors, or other goods would be suitable. If this fixture was a revolving one it would be all the better. Spring motors which can be set right in the window can be bought for \$18, with a possible small discount. From these motors rise vertical shafts about five feet high, which make about one and one-half revolutions per minute. These motors will revolve a weight, including fixtures and goods, of fifty pounds, if properly balanced. A series of light circular wooden shelves can be clamped on this shaft or rod, covered with green cloth and cutlery, silverware, etc., shown on them. A pyramidal display of razors, cutlery and builders' hardware could also be built on it. Such a motor would undoubtedly be a good investment for a hardware store and could be used in any number of ways for interior or window displays. All you have to do is to place the fixtures and the goods on it, and wind it up. The motors run from ten to twelve hours at one winding. The motor itself can, of course, be concealed by goods arranged around it.—Stoves and Hardware Reporter.

AMERICAN V. GERMAN BARBED WIRE.

Somewhat of a Nemesis seems to have overtaken the German makers of barbed wire, inasmuch as they find themselves undersold by the American manufacturers of that article. According to a report by the United States consul at Cologne the German wire-men say that the American prices are so low that they cannot effect sales for certain export markets, notwithstanding the fact that in many cases the American wire is shipped from New York to Hamburg and then transhipped into German vessels to its destination. For Japan the American price is said to be about 236f., and the German price about 253f., so that the latter are "not in it." Seeing that this is the case, the Hamburg export houses are compelled to buy and ship the American barbed wire, as they find their foreign customers are displaying inclinations to buy it direct from the American makers, and they know that if they do not supply the wire they are likely to lose the sale of other American goods. The American wire-nail makers are said to be also supplying wire nails to Japan, via Hamburg, at prices with which the Germans cannot compete. If this is all as true as it is said to be, it is much to the credit of the American manu-

facturers that they are able to outpace the very well organized and well managed German works. We should feel much better pleased, we must admit, if we could extend the same recognition to our own producers of barbed wire and wire nails.—Ironmonger.

PARTNER WANTED.

JUNIOR PARTNER WANTED FOR AN ESTABLISHED wholesale business; must have a knowledge of hardware and metal trade, and at least \$5,000 capital. P.O. Box 678, Montreal. (45)

AGENCIES WANTED.

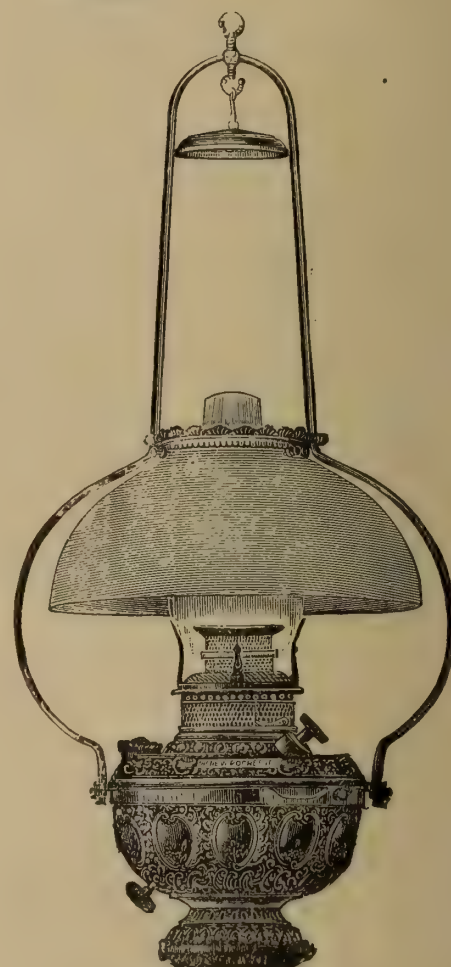
A traveller calling on hardware trade, etc., in Manitoba and Northwest Territories is open for one or two other good agencies.

Apply Box 8

HARDWARE AND METAL

Toronto.

The New Rochester Lamp.



MAMMOTH LAMP

No Imitations are "Just as Good."

The New Rochester Lamps are the most perfect Central Draft Lamps in existence. Our new Rochester Oil Heater burns without odor and heats a room 15x15 comfortably. New '96 Page Catalogue sent on application.

THE ROCHESTER LAMP CO.

Canadian Office and Warerooms,
24 Front Street West,

Toronto

FUN IN THE HARDWARE STORE.

AN ironmonger writes: "I sent a hundredweight reel of barbed wire to a customer, who used what he required and returned the remainder by one of the farm boys, who handed it in with the remark, 'Please, I've brought the barb'rous wire back.' I thought the article deserved the name, although it was innocently applied."

A Scotchman came into an ironmonger's shop at Antigonish the other day, inquiring, "Hae ye eny tooth-picks?" "No," replied the assistant, "you will get them at the drug store just down the street," but the same instant my eye rested on a pile of clay picks and crowbars just landed, and just for fun remarked, "Unless one of these crowbars or clay picks would do." "Ah, sure, isn't it a crowbar I wants the day?" and he bought one and paid for it.

A correspondent in a town in the Midlands writes: "A rather pompous and loud-voiced lady came into our shop and bought a few articles, and on our assistant asking her if he could send them anywhere for her, she replied, 'No, the carriage will call for them.' Well, next day a very young servant girl came in, and, giving the customer's name, said she had called for the goods. The assistant went outside the shop to look for the

carriage, and was astonished to find it was an old dilapidated perambulator. The goods were put on the 'carriage' and duly taken away."

"A little boy with a gallon oil can in his hand came in the shop and said: 'Please for a hexagon of oil.' I smiled to myself and said to him: 'How much money have you got?' So he showed me a sixpence. The boy stuck to it that it was a hexagon of oil he was told to ask for, so I gave him a half gallon of oil and the change, and sent him on. A few minutes later he came back, saying, 'Please, it is a hexagon file I want. I thought Mr. — said get an hexagon of oil, so I took the can and came on with it, but will you please change it for a file.' Needless to say, a saw file was the thing required."

WILL FRIGHTEN BURGLARS.

Newspapers often tell us of people opening their eyes from sleep to look into the barrel of a pistol in the hands of some desperate burglar, while his own trusty weapon is beneath his pillow. It might as well be in the next room, for his midnight visitor has the drop on him and takes good care to secure that himself. Now by the use of a unique alarm, manufactured by the Star Manufacturing Co., New Haven, Conn., the tables are turned, and you yet a chance

for your money or jewels and perhaps your life. It is nickel-plated, sphere shaped, 2½ inches in diameter, a stem-winder, and stands on the stem. The alarm goes off when tipped over or raised off the floor. The shrill alarm will awaken any one that is not dead to all things. Every traveler should have it.

PERSONAL MENTION.

After a lingering illness of five years, Mr. Walter Norton Evans, cashier at Frothingham & Workman's, passed away on the 22nd inst. in his 60th year. He was a native of Wolverhampton, England, but had for many years lived in Montreal. He leaves a widow and five children. The funeral took place on Friday at 2.30.

Mr. Frelinghauss, representing John G. Wittie & Bros., New York, was in Toronto this week. He reports the trade outlook improving, and that merchants in the United States are placing a good many orders for future delivery.

Mr. G. W. Complin and Mr. George Verry have severed their connection with P. D. Dods & Co., paint merchants.

Mr. Robert Munro, managing director of the Canada Paint Co., has left for a flying visit to the Old Country. While there Mr. Munro will make arrangements to place several of the specialties of the Canada Paint Co. on the English market.

THEY'RE A SUCCESS. These two stoves. Just what everyone wants.

The DUCHESS OF OXFORD

Still holds its place as the most popular kitchen range, because of its strict mechanical excellence and perfection of detail. The name sells it; while the

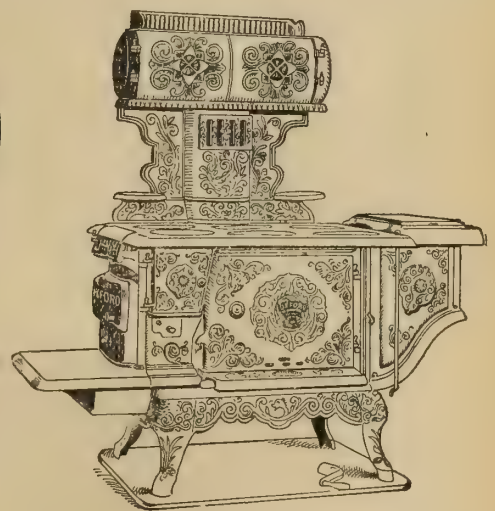
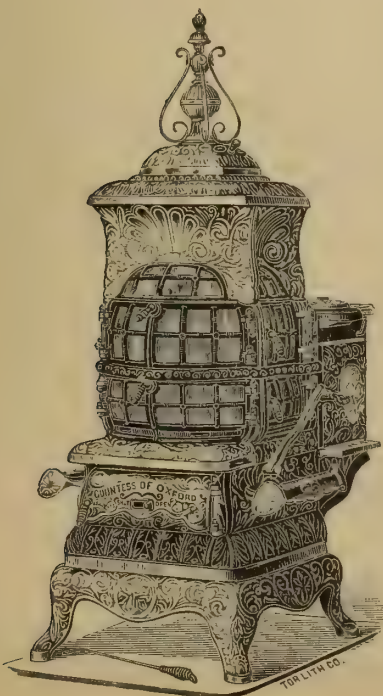
COUNTESS OF OXFORD

Is a grand, reliable double-heater, made in different sizes, with or without the oven —appealing to everyone by its handsome external appearance and splendid interior mechanical perfection. Fitted with a Duplex Dumping Grate and Rotating Fire Pot, and all latest improvements.

Read full details in our catalogue.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL



RECIPROCITY WITH CANADA.

THE following is a verbatim report of a discussion on reciprocity with Canada which took place at the annual convention of the National Paint, Oil and Varnish Association held in Philadelphia on Oct. 13, 14 and 15.

The debate was caused by the Chicago club submitting this question: "How best to advance better trade relations with Canada, and the advisability of admitting Canadian firms to membership in the National Association."

The Board of Control recommends that this proposition be referred to the local clubs for full and careful discussion.

Mr. Watson: It strikes me that the question did not come before the Board of Control; that it was laid on the table for further consideration by the board.

President French: The secretary's memorandum shows that it came up in the meeting.

Mr. Waterall: It is an important matter, and I call for its reading and a discussion by the convention.

The recommendation was read by the secretary.

Mr. Lawrence: I think it would be better if the two subjects are separated, to save time. If there is to be a discussion of reciprocity let that be discussed by itself, and the other question by itself. Does that mean reciprocity among members of the paint trade? If it means reciprocity generally I think that would be an entirely foreign subject.

Mr. Waterall: I think the sense of that resolution is to confine it to our trade. We can confine our remarks to that anyway. If agreeable to the convention I wish to make a few brief remarks on the subject, if Mr. Lawrence yields the floor.

Mr. Lawrence: Certainly.

Mr. Waterall: To those who have given any thought to Mr. Blaine's reciprocity on this continent, and those English statesmen who have also considered the subject, all English-speaking people must know, whether annexation comes or not, that the Canadian wants to trade with the American. It was my privilege to be in Canada a short time this summer, and I now give it as my deliberate judgment that in any deal the Canadian has with the American the Yankee will get his share of the bargain. I have no anxiety that the American cannot take care of himself in the world, all things being equal. It does seem to me there is wisdom in this suggestion to open relations with Canada along the lines, and that the paint trade be invited to participate in the work of this National Association. Certainly no harm can come from contact with you gentlemen. It will naturally be followed up

by some trade dealing, and it is simply a question whether we are able to take care of ourselves.

These Canadians would bring their ideas, and along with that would come some trade. Those of you who have been to Quebec and Montreal and seen these great centres of distribution there for Canada could not but be impressed with the idea of importance of these markets. I know there are gentlemen in this room who have business relations with them. Whether they would like to go into competition or not, it is for them to say. But let them see that we are ready to do business with them.

Therefore, I should strongly favor, sir, that this National Association open its doors and let the Canadians come in.

Mr. Watson: I understand there are several Canadian gentlemen here attending the convention. I have not had the pleasure of meeting them personally, although I want to do so. I think it would be very courteous on our part to ask them to make some remarks on this question if they are present at this meeting.

Mr. Waterall: I hope the Chair will extend that courtesy.

President French: If there is any gentleman here from Canada, the meeting will be glad to hear from him now.

Mr. Breckinridge: Mr. President and Gentlemen: I belong to one of the allied trades; but there are two gentlemen present in the hotel that are in the paint trade. I presume they can be got here in a moment, and perhaps it is better to hear what is said spoken by a paint man.

President French: The convention will be glad to hear them at any time, and the Chair will ask you to escort them to the hall.

Mr. Dexter: I would like to say that one way of getting the trade for the next year of the Canadians would be for the paris green manufacturers of New York and Philadelphia to put the price back to 26c., when we should be very glad to again trade with them. This year the price reached so low a figure that even the potato bugs left New England and went back to Canada, and we consequently have all the paris green on hand. (Laughter.) This is a mere suggestion for some of the gentlemen to think over.

Mr. Stevens: It ought to be the sentiment of this organization, and I believe it will be, that the Canadian trade be admitted to membership in our national organization, and I make a motion to that effect.

Seconded.

Mr. Strauss: I am sorry to say I have been out, as you might all know, viewing the sights with the ladies. However, I seem to have gotten back just at the right

moment, because I assure you I am much interested in this subject of reciprocity. I take great pleasure, as a delegate from the New England club, in stating that I had the pleasure and satisfaction of offering to the State Board of Trade of Massachusetts, as its first business, the subject of reciprocity with Canada in its broadest scope; reciprocity on the lines of the Golden Rule—to give and take alike. I believe that is what we in New England need. We are cut off, as you know, with the ocean on one side, New York and Philadelphia on the other, and a little to the west we find Chicago reaching for us, and our only hope seems to be in Canada, and in reaching for Canada we want their lumber, and many things that it is impossible to be without, and we want to send them our paris green, and therefore I am glad to see one step taken in the direction of reciprocity. Every movement toward affiliation is a step in the right direction. I believe, not only should each association take an active part in the discussion of the question of reciprocity with Canada, but that the National Association should go on record, with all of its power, in an endorsement of the proposition. We are one country on this hemisphere. We could not be separated by an imaginary line, and I hope this National Association will take some appropriate action. We will never have reciprocity unless there is a proper movement, and that wants to be along trade lines, entirely free from politics, and in this way each member of the association can accomplish much.

Mr. Hall: Is it competent for a single firm to join the National Association? Is it necessary to have a club?

President French: This is the first time the subject of an international membership has been presented.

Mr. Stevens: My idea in making that motion was that there was something in our bylaws which restricted membership to the United States.

President French: Our constitution states that we are organized, "in order to create a permanent social feeling between the manufacturers and dealers in paints, oils and varnish throughout the United States."

Mr. Lawrence: If Mr. Waterall will allow me, I will make this suggestion: that we pass a resolution extending the courtesy of this convention to the gentlemen present from Canada; secondly, that the Board of Control be requested to propose at the next session, if in their judgment it is deemed wise, such an amendment to the constitution as would make these Canadian gentlemen eligible to membership in the association.

Mr. Stevens: I accept that amendment.

Mr. Durand: It seems to me that the spirit of the resolution may be all right.



STEEL WIRE

Cow Ties

OPEN RING CLOSED RING
AND THREE CHAIN
PATENTED DEC., 1895

Manufactured in six
sizes for 1896.

LIGHTEST
STRONGEST
BEST and
CHEAPEST

IN THE MARKET.

The B. Greening Wire Co. Ltd. Hamilton

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

The resolution passed by Mr. Strauss, of Boston, would no doubt be gratifying, but first we should have a definition of reciprocity. I would like to have the term defined as it relates to this question—whether it means the reciprocity of James G. Blaine or reciprocity in so far as the business of the National Paint, Oil and Varnish Association is concerned. According to the speaker from Boston, if we should pass his resolution for reciprocity it would affect all the lumber interests and the hide and other interests, besides the paint interest, free of duty, simply for the purpose of enabling us to sell our paint free of import duty in Canada. It strikes me that would be very ridiculous. I am opposed to the idea of having this National Association indorse that resolution.

I have not the slightest objection to any individuals from Canada taking part in the work of this convention, but I think I should want to think the matter over some time be-

fore I should want a very large delegation of them coming down here to vote.

President French: In answer to Mr. Stevens' question, the Chair would state that any amendment to or alteration in the bylaws can be made at any annual meeting by a two-thirds vote of all the delegates present.

Mr. McClelland: My purpose in asking the question was, if we can dispose of this now there would be no necessity for referring it to the next annual meeting. I agree with Mr. Lawrence that this question should be separated. I sincerely hope some action will be taken regarding the admission of our Canadian friends into membership in the association.

Mr. Lawrence: The object of my resolution was to avoid the point just mentioned by the gentleman from Boston. In other words, the purport of my resolution was a suggestion to Mr. Stevens and Mr. Water-

all that we extend the courtesy of this convention to the gentlemen who are visiting us from Canada, and that the other matter go to the Board of Control, knowing in their wisdom, after due deliberation, it would probably remain there unless they saw fit to suggest an amendment to the constitution.

Mr. Waterall: I trust there will be no misapprehension of the fact. There are two lines of railroads; one is the broad gauge and the other is the narrow. My allusion to James G. Blaine and the English statesmen was not in a narrow sense. A free people like the American people under reciprocity will take care of themselves. Of course, we have nothing to do with the national question relating to the quality of the Government. My thought was we should simply be taking a step in the right direction by opening up an affiliation with our line of trade. Probably there would not be more than three or four clubs in all Canada.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

There need not be any alarm about the lumber interests being affected for some time to come. Of course, the potato bug will have a chance to be discussed.

President French: The Chair understands this question to be that the visitors from Canada who are now present attending this convention be extended the courtesy of the floor. And that the matter of changing the bylaws and allowing the Canadians to become members be referred to the Board of Control, with the request that they report thereon at this meeting.

Mr. Lawrence: I would like to have the last three or four words left off. Simply refer the matter to the Board of Control. We know in their wisdom they will report when they think best.

Mr. Waterall: I call for a division of the question, and ask that the vote be taken on the first motion—namely, that we extend the courtesy of this convention to the gentlemen from Canada visiting this association. Seconded. Carried.

Mr. Stevens: I think the motion suggested now by Mr. Lawrence is strictly in order—that the question of the amendment of the bylaws so as to admit Canadian firms or clubs be referred to the Board of Control. Seconded. Carried unanimously.

MOTOR CYCLE RACE.

The road race from Paris to Nantes and back for motor cycles has effectually proved, says Hardwareman, that these machines are very far from perfect. They may do fairly well on easy roads and in good weather, but, as at present constituted, they are valueless in bad weather or upon difficult gradients. The reports of this race, which have reached us, point clearly to the great need for several important improvements. The race was run over a difficult course and in rough weather, and accordingly the weak points were soon discovered. These seem to centre round the inefficient protection against mud and water of the vital and delicate machinery. It appears that all the contending motor cycles had left exposed their valves, ignition, gearing and belting. This is a point which will soon be rectified, for there need be but little difficulty in fitting suitable protection for all the working parts. A more important point is the extreme vibration. A correspondent of The Autocar says that the riders, as they whirled along, seemed to be suffering from St. Vitus' dance. The moral seems to be that the general construction of the machine must be shaped to suit the motor, and not the motor to suit the machine. Apparently it will not do to just simply fix the motor to an ordinary bicycle or tricycle. The body of the machine must be radically altered to obviate this obnoxious vibration.

KEEPING UP WITH THE PROCESSION

PROGRESS is not all hurrah, remarks American Machinist. There are always some who are being left behind, and the dropping by the way of the maimed and the halt causes sometimes a pang of regret. While we mourn the loss of those who drop by the way, we still largely measure our progress by them. It is the past always that must tell us how fast and how far we have gone. We cannot gauge our speed by our rate of approach to any point ahead of us, for we can never see far enough in that direction. Even in looking backward it is necessary to still keep our vision advancing. Our point of comparison must be shifted ahead from time to time, or we can no longer make accurate and reliable observations. There are those who fail to do this, and who keep their eyes still fixed on the far away landmark, and when it grows dim and distant they whine and sob over the change in the landscape.

Such as these are in the machine shop as much as elsewhere. Where are the old time machinists? they say. Where is the hand tool latheman? Where is the old chipper and filer, or the manual skill of the old all-around man that flourished in every shop?

Alas! they are gone forever. What of it? Who now wants them, or, indeed, could find a use for them? We not only do things in different ways and by different means, but we have also different things to do, and all the talk and all the thought of the shop is changed.



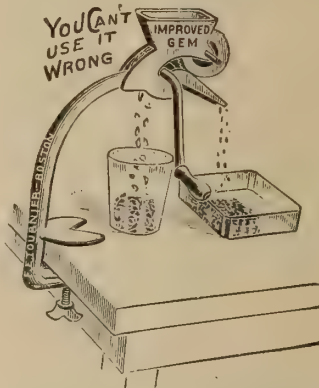
**Quickshine
Stove
Polish**

Nothing like it for a quick and lasting gloss. Don't miss this article. There's money in it for the hardware trade.

ALPHA CHEMICAL CO.

... Manufacturers ...

BERLIN, ONT.



Gem Raisin Seeder

A simple and cheap machine that never fails to give satisfaction. It can be clamped on the table when in use, and stones raisins perfectly without chopping or tearing them in pieces. Can easily be taken apart for cleaning. Don't miss this seasonable article. It sells on sight.

LAMPLOUGH & McNAUGHTON, MONTREAL

Full Line
of . . .

PLUMBING MATERIAL

Prices Right



Goods Right

SEND FOR ILLUSTRATED SHEET "Q"

Mechanics Supply Co.

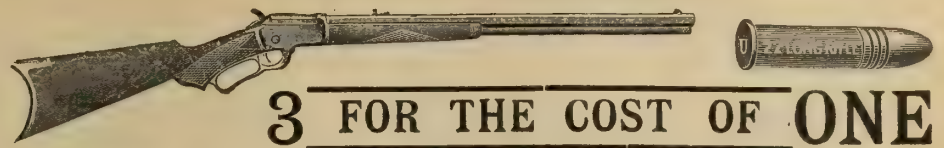
90 St. Peter St.

. . . QUEBEC

A HANDSOME STORE.

ONE of the most enterprising firms in the city of Toronto is the R. A. McCready Co., Ltd., manufacturers of bicycles and importers of sporting and athletic goods. The company has just moved into its new premises at 147-149 Yonge street, and it would be hard to find a more handsome, a more spacious, or a better lighted and better heated building anywhere in Canada. The building is a two-storey one, the dimensions of each flat being 150 by 26 feet. It is heated by means of two massive furnaces and is illuminated throughout by incandescent lights, which are so numerous as to suggest that the item of expense has been altogether ignored. The stock carried by the firm is, perhaps, one of the heaviest in the Dominion, as well as the most varied, and for this reason there is need that the accommodation should be ample. Even with its present spacious quarters the company is pressed for room, and, accordingly, has to conduct its repairing in the basement. Here there is ample space, and by means of reflecting glasses there is even more light than above, but the firm deems it necessary to have more commodious quarters, and arrangements are in progress to acquire buildings in the rear as repair shops. The first floor is used as a bicycle and sporting goods showroom, and it is safe to say that the spectacle is one which cannot be equalled by any other firm in the city. Among the large and handsome display of bicycles the McCready Pink Flyer is quickly recognized as one that has an established reputation with cyclists.

Of the stock of sporting goods it may be said in all sincerity that it comprises everything from a needle to an anchor. Not only is there variety, but there is quality as well. If there is one thing upon which the firm prides itself above all others, it is that it gives value for the money. A class of goods to which the firm invites special attention is that of the McCready hockey and racing skates. These are free from the defects which experience has shown to exist in other skates, and are of very fine finish. The shipping rooms are at the rear of the ground floor, and the facilities are such as to insure a prompt handling of business by the firm. The second floor is given up to the wholesale department, and here the magnitude of the firm's operations begins to dawn upon the visitor. The stock is of the most complete and varied description, and it is only by a personal visit that one can realize the wonderful scope and variety of the McCready Co.'s business. The front, overlooking Yonge street, is being fitted up as a showroom for gymnasium supplies, while the rear of the second floor is occupied as offices. It is not an exaggeration to say that the store is one of the handsomest and best-equipped of its kind in the Dominion of Canada to-day.



3 FOR THE COST OF ONE

The **MARLIN MODEL 1891**, .22 calibre, uses in one rifle without adjustment the .22 short, .22 long and .22 long rifle cartridges. Can be taken apart without using a single tool. Only repeater for the long rifle cartridge, the most accurate .22 calibre cartridge made.

Model 1891, .32 calibre uses in one rifle the .32 short and long rim and centre fire cartridges. ONLY .32 REPEATER FOR CHEAP AMMUNITION.

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

"GOOD CHEER"

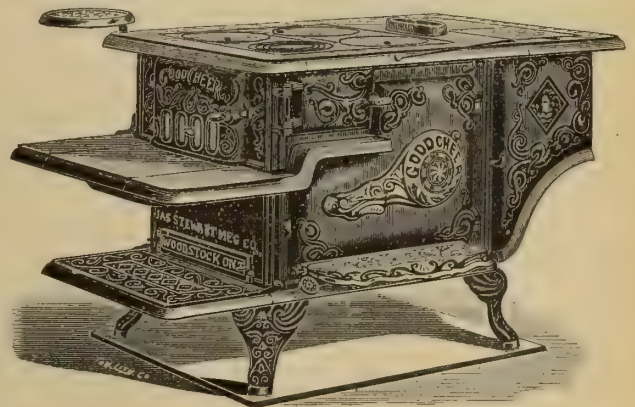
With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.

Every 'Good Cheer' Warranted



WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

JUST A LITTLE FASTER THAN THE REST.

McCready

GOLD AND SILVER MEDALS

To all amateur winners on McCready Wheels at all sanctioned meets, we will award Gold and Silver Medals as follows: For the first win, a handsome Silver Medal, and for each succeeding win a Silver Bar will be added—up to 5 wins, when a Gold Medal will be presented, and a Gold Bar added for each succeeding win—the amateur having the greatest number of wins to his credit at the close of the 1897 season to have in addition to Medals a fine Diamond Ring or Scarf Pin. Try conclusions on the fleetest of racers—"The Pink Flyer." You're bound to win. Write about it, and mention this paper.

The R. A. McCready Co. Ltd. - Toronto.

C.A.A.

Agents wanted in unrepresented districts.

402.

THE CANADA PLUMBER AND STEAM-FITTER

PLUMBING and steam-fitting work in Toronto has during the past week become less active, and there being no new buildings of importance undergoing construction, the little that is being done is in the way of overhauling.

It is understood that the new specifications for the heating and plumbing for the new City Hall, Toronto, are now in type, and are only awaiting final revision before being opened to the trade.

Correspondence which President Burroughes, of the Master Plumbers' Association, Toronto, has received from Great Britain announces that the plumbers and steam-fitters of that country have formed a national association, with 800 members.

A meeting of the Master Plumbers' Association was held on Monday night, but the business transacted was merely of a routine nature.

The recently formed Master Plumbers' Association of London is getting along nicely. A hall has been secured and furnished, and every plumber in the "Forest City" has become a member of the organization.

Charles West, 61 Saulter street, Toronto, was fined \$10 and costs or 30 days on Thursday for doing some re-constructing in some plumbing work, at 78, 80 and 82 Frederick street, without having a permit.

The John Ritchie Plumbing and Heating Co., of Toronto, have been awarded the contract for heating and plumbing for the new private residence of R. J. Sanderson, hardware merchant, Orillia.

These permits have been issued by the City Commissioner's Department, Toronto: F. Herbert will build a dwelling house on Lamport avenue, to cost \$3,800. S. H. Janes, to make alterations to store 15 Queen street west, \$1,000. B. Homer Dixon, a house at Lowther avenue and Walmer road, \$2,300. R. C. Clute, Q.C., a stable on Walmer road and Castle avenue, \$1,200.

The Mechanics' Supply Co., of Quebec, have just shipped to Paris, France, for H. Menier, the great chocolate king, an outfit of heating apparatus as a trial in some of his many buildings. This trial order includes Safford radiators and "Oxford" boilers.

The McClary Manufacturing Co., London, have been awarded the contracts for

heating with their furnaces, Knox Church, Dundas, and Bell's Organ District Agency, London; also the reconstruction of the heating and ventilating apparatus in the Aged People's Home, London. and the Colborne street Methodist Church, London.

LOSS OF HEAD DUE TO ELBOWS IN PIPES.

In a series of articles describing the Engineering Department of the Yorkshire College, Leeds, Engineering has given some particulars of the results of experiments conducted in this institution to ascertain the effect of the friction of water in a pipe fitted with sockets, elbows, tees, bends and a sudden enlargement. The experimental pipe was $\frac{1}{2}$ -inch diameter; and the friction was measured by loss of head in the usual way. It is shown in works on hydraulics that the loss of head due to resistance of this nature to the free flow of water in a pipe may be expressed in terms of a length of plain pipe that will give the same loss of head due to friction. Experiments extending over several years show that the loss of head resulting from a socket is equal to that due to from 15 to 17 diameters of the plain pipe, while that of easy right-angled bends may be from 10 to 15 diameters; and that due to sharp right-angled elbows from 30 to 36 diameters. At one place, the experimental pipe is suddenly enlarged to five times the regular diameter. The total loss due to this and the contraction should, by calculation, be equivalent to the friction of 1.92 feet of this $\frac{1}{2}$ -inch pipe. Experimentally, however, the loss is only equivalent to the friction of a length of from 1.2 to 1.4 feet. The experiments show the detrimental effect of sharp elbows on the discharging capacity of a pipe system.

MORE ON MAIN TRAPS.

The following appeared in the last issue of The Plumbers' Trade Journal:

"I see in your last issue of The Journal a communication entitled 'Main Traps,' from J. W. Hughes, in regard to which I would like to say a few words. He says a trap is a small cesspool with all the abominable features of that most insanitary disease producer. There he and I differ. It can be made so by a man that does not know his business. In this way if you put in an 8-inch trap where only a 4-inch is needed, of course it will act as a catchall for any matter that needs a good flush to carry off, for with a sewer too large it does not get the necessary flushing needed from the different fixtures.

"Again, he says the fresh air inlet is only a foul air outlet. I find this untrue. In my

experience there are two things that cause an outpour of foul air at the inlet, namely: a gust of wind down the stack and a heavy discharge of water into the soil stack from two or more fixtures at the same time. The first may be overcome by placing on the top of stack (where it is subject to down drafts) a syphon ventilator or some other good pattern, of which there are many. The other is something rare in a properly constructed job, and when it does happen the tendency of the air is directly upward because of its higher temperature, and instantly becomes mixed with the atmosphere to such an extent that it is practically harmless. His way the soil stack becomes a direct sewer ventilator, and in case of a four-storey building beside a six or eight-storey one with the wind blowing gently towards the windows of the higher building the odor is anything but pleasant.

"Next he says that the main sewers are ventilated every hundred feet or so by perforated manholes, and that the air in same is purer than in house connections (judging from the odor, I suppose.) That is the first time I ever heard of perforated manholes in late years, and does he not know that the most deadly germs are odorless, and if house connections are so foul why not put in an automatic flush tank to cleanse same? This is often done.

"Does he not know the result of continued action of sewer gases on lead and iron pipes? If not he had better study a little more."

ANCIENT PLUMBING.

A mistaken idea, writes J. T. Harris in Ironmongery, seems to exist, even to a great extent among the plumbers themselves, that lead or metal pipe, valves, cocks and water-closets are of recent origin; when the facts are that plumbing was carried on and practised as a trade or profession at the time of the exodus. When the Israelites defeated the Midianites and gathered together the spoils, the lead work was ordered to be remelted into "blocks" (pigs). The art of casting sheet lead on beds of sand is very ancient, and there is no doubt but that lead-beating is of greater antiquity.

Lead pipe was made and laid for water ways in Egypt, Asia, Greece and Syria.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory **9 Jordan St., TORONTO, CANADA**

Established 1860.

Incorporated 1895.

Blue Flame Oil Heaters

NO SMOKE

NO SMELL

You can stay in the same room with the Blue Flame Heater without requiring to open the windows and doors to let the smoke and smell out.

Send for Sample.

The Thos. Davidson Mfg. Co.

Limited.

.. MONTREAL ..



The first water supply for the city of London, A. D. 1236, was carried in lead pipe. Lead pipe was made as large as 12 in. bore, but to our surprise the majority of the pipe then made was not round but more egg-shaped. Why they should have been made in that shape is a mystery. They certainly had no claim to additional strength; perhaps their mode of construction required it for an easy joint or seam. During the reign of King Henry VIII. the casting of lead pipe was invented by one Robert Brocke; but a few years later cast-iron pipe was invented and made in a rude way of casting by Ralph Hage, of England. Drawing lead pipe through dies was first proposed by M. Dalesme, of France, in 1705, but for some cause unknown lead pipe was not made in that way until 1790, by a Mr. Wilkinson, of England.

I will leave the subject of lead work and try to remind readers that there was other and even more complicated work done and science displayed by the ancients. Perhaps some of their advertising "name plates" may yet be dug up by some scientific searching party after lost cities and temples; but there is hardly any doubt but if such plates are found that the work had been done by some Chicago firm. Horopollo, an Egyptian, wrote a book in the fourth century in which he said the sacred fountain waters

flowed through the mouths of lions, and that the mouths had "stops" (cocks). Early visitors (the Dutch) to Japan discovered that they used both hot and cold water in their baths, and that each was regulated with bronze cocks. Bronze and copper cocks were common in Rome. Vitruvius writes that every main pipe passing through the streets had a cock to turn the water off and on. The brazen sea (a large vase) made for King Solomon was made of brass by a Syrian. It was 16 ft. in diameter and 8 ft. deep; it was connected with supply and overflow, and no doubt but the waste or overflow water was carried to some suitable place by sewerage.

Syphons were used to a great extent back as far as it is possible to get any record; so with water closets. Both originated as an Asiatic device, and the ancient water closets were not as a rule in construction as we might suppose. Those used in the palace of the Cæsars were elaborate and of marble, with the closet rooms decorated with marble in colors, and ornamented in mosaics. In at least one of these rooms there were a series of water closets which were still extant in the middle of the present century; at the back of one (and, I suppose, elevated for pressure) there was a cistern or tank which distributed the water to the different closets, and each had a cock. Another was discovered in the ruins of Pompeii. In the city of Fez, around and about the mosques, were 150 common houses of ease, each furnished with a cock and marbel bowl or closet, "which scoureth

and keepeth all neat and clean." He mentions others that were operated with a plate beneath the seat, and by a spring attachment would move to the right or left (and, I suppose, would clean by scraping) at the falling of the soil upon it. Traps and valves were not unknown in these early days. Check or feather valves were used to a great extent, but originated by necessity for pump and hydraulic work, and many of them constructed were with mechanical skill and ingenuity; but I notice their greatest mistake in the construction of their cocks and valves was that they failed, in most cases, at least, to increase the body for working room, and the consequence was a great reduction of capacity. "P" traps were used, but from what I can gather from old writers, I think the trap was a "forced" invention, and originated with chemists, and was then taken up by the plumber. Whilst plumbing has advanced greatly in the last few years, both in a scientific and mechanical way, yet we must give the ancients credit for some of the important features.

Plumbers must not think that all the good things are exhausted; there is still room for improvement and invention, but the greatest improvement yet to be accomplished is the higher elevation of the profession itself. It should be regulated so that an intended journeyman must either become a good mechanic or remain a helper. Good work, and good work only will elevate. Charge good prices, do good work, pay your help good wages according to their ability only, and you will then assist in the elevation of your profession, and by that result elevate yourself.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

**Brass and Iron Bedsteads,
Plumbago and Crucibles.**

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.



Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

MANUFACTURERS' LIFE
INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. Isaacs, harness, Walkerville, is offering to compromise at 30c. on the dollar.

A. E. Adams, general merchant, Carleton, has assigned.

Mercier & Co., general store, St. Michael, has assigned.

A. Leggatt, general merchant. Rainham Centre, has assigned.

Bradley & Co., general merchants, Caledon East, have assigned.

Hart Bros. & Co., general merchants, Castleton, have assigned.

O. M. O'Donnel, general merchant, St. Giles, Que., has assigned.

J. N. Mack, hardware and groceries, Mill-village, N.S., has assigned.

A. Guimont, general merchant, St. Francois, has assigned voluntarily.

J. W. Dickie, general merchant, Gagetown, is asking for an extension of time.

W. Pike, hardware merchant, Queen street west, Toronto, has been closed out by the mortgagee. The chattel mortgage on the stock was \$3,800.

PARTNERSHIPS FORMED AND DISSOLVED.

Labelle & Vallee, roofers, Montreal, have dissolved.

London & Parks, furniture, etc., Wallaceburg, have dissolved.

J. A. Potts, general merchant, Belmont, has admitted Mr. Holden as partner.

M. E. Lymburner and I. Frechette have registered a partnership in Montreal to do business as commission hardware merchants under the style of Frechette & Lymburner.

SALES MADE AND PENDING.

W. B. Sweet, general merchant. Inker-man, is advertising business for sale.

Stock of the late E. G. Granger, general merchant, Wheatley, is advertised for sale.

The assets of the V. & B. Sporting Goods Co., Quebec, are to be sold on the 6th prox.

A. Doyon, general store and hotel, Tring Junction, is advertising hotel business for sale.

Stock of the estate of Bounsall & Peters, general merchants, Blenheim, has been sold.

Stock of V. Warren, general merchant. Pointe-a-Pic, Que., has been sold at 60c. on the dollar.

Stock of H. Gagnon, general merchant, St. Felicite, Que., has been sold at 60c. on the dollar.

Real estate of the estate of M. Courtemanche, general merchant, Penetanguishene, is to be sold by auction Nov. 10.

The Swansea Forging
Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASCOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

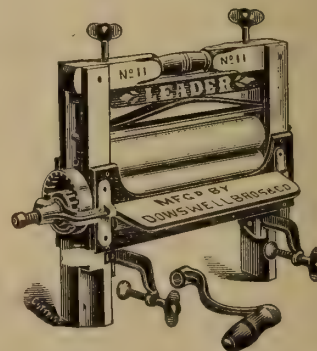
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue,
Bronzes, Alabastine.

327 St. James Street, - - - **MONTREAL**

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

THE BEST FARM AND GARDEN WHEEL-BARROWS

At Right Price

J. H. Connor

Manufacturer - - - **OTTAWA**

.. ISLAND CITY ..

Paint and Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

**CHANGES.**

Donald McNair, blacksmith, Streetsville, sold out.

J. C. Bell is starting a general store at Wagram.

A saw mill has been opened at Carleton, Que., by Joseph Nadeau.

The Canadian Aluminum Co., Montreal, has sold out to W. Clark.

Lockhart & Neilson have opened a general store at Smith's Falls.

E. Noice, general merchant, Minden, has sold out to Young & Soward.

W. H. Leonard has opened a tinware business in Port Maitland, N.S.

W. Johnston, stoves and tinware, Qu'Appelle, is advertising to sell out.

McClung & Son, general merchants, Newcastle, are giving up business.

Watson & Co., harness, Shoal Lake, have been succeeded by R. J. Greenwood.

E. Desmarais, general merchant, Pike Creek, has been succeeded by W. Belanger.

Campbell & Wadsworth, general merchants, Havergal, are giving up business.

P. Martin & Co., general merchants, Enterprise, have been succeeded by M. E. Murphy.

J. E. Hudon, general merchant, St. Paul de Chester, Que., has started a general store in that place.

H. B. Hollonquist, general merchant, Oxbow, N.W.T., is reported to have been succeeded by Granby & Granby.

Jane Gow, wife of John Watterson, has been registered proprietress of the commission hardware firm of J. Watterson & Co., Montreal.

DEATHS.

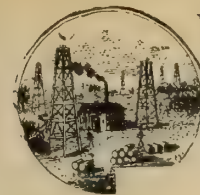
W. McRossie, lumber, Kingston, is dead.

John Tudhope, of the Tudhope Carriage Co., Orillia, is dead.

Isaie Gingras, general merchant, St. Apollinaire, Que., is dead.

John Herring, of John Herring & Sons, manufacturers agricultural implements, Napanee, is dead.

In 1886 the output of the gold mines in the Transvaal was only 10,032 ounces. In 1887 it had risen to 48,940 ounces; and amounts from 1888 to last year are as follows: 1888, 279,600 ounces; 1889, 430,800 ounces; 1890, 540,360 ounces; 1891, 835,516 ounces; 1892, 1,289,498 ounces; 1893, 1,575,397 ounces; 1894, 2,265,853 ounces; 1895, 2,509,851. In 1895 the mines of the Rand employed 6,807 white men, receiving a total of £1,173,080 in salaries, and 50,648 non-Europeans, who were collectively paid £1,823,328.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris**

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

Horseshoe Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. Jardine & Co.,
HESPELER, ONT.

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings, discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 80

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 0
Copper, discount, 40 and 10 p.c. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 60 to 62½ per cent.		

Door.

Gon Sargent's	5 50	8
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 66½ per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	1 25	3 00
----------------	------	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz	3 35	4 75
Moulders, per doz	7 50	10 00
Blacksmiths', discount 60 per cent.		

Belting.

Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
--------	--	--

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis., 60 p.c. off new list.		
Tirc, dis., 65 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each	5 00	7 50
Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis., 12½ p.c. revised list.		

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronze, dis. 70, 70 and 5 per cent.		
Gen. Bronze, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00
---------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 35	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanea, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
Steel, net		3 00

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
doz	90	1 75

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Fote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Double Diamond.		GLASS.	
Per	Per		
ft.	100 ft		
70	3 70		
90	4 00		
"	4 40		
"	4 90		
"	5 50		
"	6 25		
"	7 25		
"	8 00		
"	10 00		
"	12 00		
"	14 00		
"	16 00		
"	18 00		
"	20 00		

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.		
Lightning, per doz.	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz.	1 70	4 50
-------------------	------	------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
glass, " "	4 00	4 50
A glass, " "	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	1 75	7 50
Cabinet, " "		
Eagle, dis. 40 to 42½ p.c.		
Padlock, " "		
English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MALLET.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz.	8 50	10 00
--------------------	------	-------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.		
------------------------------------	--	--

MINCING KNIVES.

American, per doz.	0 42	2 35
--------------------	------	------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		
---	--	--

NAILS.

Cut Nails (Iron)—		
1. Either Canada or American pattern—		
Basis—50 to 60 dy.	2 75	
40 dy.	2 80	
30 dy.	2 85	
20, 16, and 12 dy.	2 90	
10 dy.	2 95	
8 and 9 dy.	3 00	
6 and 7 dy.	3 15	
2. American pattern only—		
From 4 to 5 dy.	3 35	
3 dy (lath).	3 75	
3. Canada pattern only—		
From 4 to 5 dy.	3 25	
3 dy (lath).	3 65	
3 dy, A.P. fine.	4 35	
Car lots 10c. less.		
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.		
Wire Nails, 70 and 12½ per cent., 3 per cent. cash delivered in lots of 10 kegs or more		
Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
----------------------	------	------

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.		
------------------------------------	--	--

OIL.

Canada refined oil (Toronto).	0 16	0 16½
Carbon safety " "	0 18	0 00
Canada w. w. " "	0 18	0 00
American w. w. " "	0 00	0 21
Pratt's Astral.	0 00	0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.

Galvanized, per doz.	2 25	3 30
----------------------	------	------

PENCILS.

Dixon's, per gross.	1 00	4 25
Carpenter, " "	2 25	3 60

PICKS.

Per doz.	6 00	9 00
----------	------	------

PICTURE NAILS.

Porcelain head, per gross.	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.		
Wood, fancy Canadian or American, 37½ to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.		
Miscellaneous, dis. 25 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5
-------------------	------	---

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.		
----------------------------------	--	--

POPPERS.

Corn, square, per doz.	1 35	2 00
------------------------	------	------

PRUNING SHEARS.

Per doz.	4 00	5 50
----------	------	------

PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle " "	0 22	0 33
Screw " "	0 27	1 00
Awning, " "	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c. per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62½ p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors', " "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.

Bladder, per lb.	1 75	01½
Tins, lbs.	2 50	2 75

RAIL.

Barn door, per foot.	0 02½	0 02½
Sliding door, " "	0 03¼	0 03¼
Laues, " "	0 03	0 03¼

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.		
Wood, 25 per cent.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arbenz's, " "	9 00	18 00
Theile & Quack's, " "	7 00	12 00

RAZOR STROPS.

Currier's, per doz.	1 25	3 60
---------------------	------	------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days		
Copper rivets, dis. 50 and 10 per cent.		
Iron " dis. 60 and 5 per cent.		
Tinned and black rivets, 60 and 5 per cent.		
Burrs, iron or steel, 50 and 5 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 30, 35 per cent.		
---------------------------------	--	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	8½
¼, 5-16, ¾ in.	6¾	9
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, per set.	0 60	1 00
N.P., per set.		90

SAD HEATERS.

Dome, Shepard's, per doz.	4 75	5 00
---------------------------	------	------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.

Per lb.	0 22	50
---------	------	----

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.		
Kempshell's, dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 per cent.		

SASH "LIGHTS.

Sectional, per 100 lbs.	1 40	1 50
-------------------------	------	------

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, " "		0 70
Hand, Disston's, dis. 12½ to 15 p.c.		
S. & D., 40 to 40 and 10 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only.	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting, " "	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.

Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.

Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65	4 00
---------------------	------	------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c.		
" R. H., " dis. 75 and 10 p.c.		
" F. H., brass, dis. 77½ and 10 p.c.		
" R. H., " dis. 72½ and 10 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
iron, " "	4 25	5 75

CYTHES.

Discount, p.c. revised list.		
------------------------------	--	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.		
------------------------------	--	--

SHEARS.

B. & W., jappanned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinisch, dis. 60 p.c.		
Bristol, jappanned, 80 p.c.		
N.P., dis. 70 p.c.		
Clauss, full nickel, 60 p.c.		
Jappanned handles, 67½ p.c. off.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHEAVES.

Sliding door, per set.	0 77	1 40
------------------------	------	------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.		
---	--	--

SIEVES.

Wood rim, black, per doz.	1 05	1 10
" tinned, " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
" black, " "	1 8	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme " "	3 00	5 00
Lock, Andrews, " "	4 50	11 50

SOLDERING IRONS.

Per lb.	0 00	0 24
---------	------	------

WROUGHT SPIKES.

Discount, 25 to 30 per cent.		
------------------------------	--	--

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Tablet " "	36 00	00 00

SQUARES.

Iron, per doz.	1 65	2 90
Steel, dis. 65 to 65 and 10.		
Try and bevel, dis. 50 to 52½ p.c.		

STAPLES.

Fence, galvanized	0 03½	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.		
------------------------	--	--

STOVE POLISH

gross. ¼ gross. doz.		
----------------------	--	--

Scientific Stove Pipe		
Varnish " "	9 00	2 50
Scientific Stove Paste		
(5 lb pails) 60c. each.		6 00
Scientific Furniture		
Polish " "	12 00	1 25
Scientific Carriage Top		
Dressing, ½ pints.		2 00
Scientific Carriage Top		
Dressing, pints.		3 50
Scientific Enamel Paints		1 50
Scientific Stove Enamel	7 50	2 00
STONE.		
Washita, per lb.	0 28	0 60
Hindostan, " "	0 06	0 07
slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue	66½
Trunk tacks, black	60
" tinned	66½
B.B.B. iron carpet, blue	60
" tinned	66½
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs) . . .	30
B.B.B. cut tacks (in bulk, 45 to 50 p.c.)	40
" " (in dozens, 1 to 6 p.c.) . . .	45
" " (in dozens, 8 to 24 oz.) . . .	30
" " ¼ weights	40
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned . . .	52
Swedes, upholsterers, genuine	50



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

BAXTER
SCHENKELBERGER
& COMPANY

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.

- Before the first Ontario railway was built,
- Before the first ocean steamer arrived,
- Before postage stamps were used in Canada,
- When £ s. d. was Canadian currency,

E. B. Eddy's Matches

Were known throughout Canada,
as they are now,
as the best matches made.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Thousands of Houses

Have no furnaces, and are heated
by means of Stove-Pipe, so that you will be asked
for Stove-Pipe Thimbles. **WE HAVE A WHOLE LOT OF THEM,**
and as we are about to take stock, we will close
them out to you at manufacturing cost.

We have also a nice line of Coal-Scuttles, Stove-
Lifters and Stove-Boards, which will go for a song
if taken away before we have the trouble of count-
ing them into stock.

WIDE-AWAKE HARDWAREMEN take advantage of
these opportunities and make money.

ASK FOR PRICES

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

Telephones 819 and 1511.

 Intrinsic worth
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, NOVEMBER 7, 1896

No. 45



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

HENRY WRIGHT & CO.'S ANVILS AND VICES are

RIGHT

IN QUALITY,
IN PATTERNS, and
IN PRICE.

A good assortment carried in stock.

A. C. LESLIE & CO.

Agents

Canada's Largest Radiator Manufacturers.

*More cobble stones than diamonds on
earth, and so it is with Poor Radiators.
They're legion—but good ones are few.
In this class of goods you can only
judge by the experience of others.*

"Safford" STANDARD Radiators

ARE THE CHOICE of all the leading Archi-
tects and Heating Engineers everywhere.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited

.. Toronto, Ont.



TO THE TRADE



*Hot Water Kettles, Chafing Dishes
Hot Water Bacon and Vegetable Dishes
Hot Water Plates, Dish Covers
Cafetiers, Vienna Coffee Machines
Granite and Tin Jelly Moulds.*

WRITE FOR PRICES.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

... TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

K_{EMP} **M**_{ANUFACTURING} **C**_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

... Makers of ...

“DIAMOND” STEEL WARE

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, NOVEMBER 7, 1896

No. 45

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

**The MacLean Publishing Co.
LIMITED**

**FINE MAGAZINE PRINTERS
and**

TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Major A. G. Campbell,
General Subscription Agent.

BUSINESS-LIKE TARIFF WANTED.

WHILE tariffs are not by any means the chief factors in nation building, they exercise an influence for weal or woe to an important degree. It is clear then that in the ensuing revision of the Canadian tariff it will be necessary to exercise much wisdom in order that good and not harm may be done.

The tariff of this country has become a matter of business. It was at one time a question which political parties were to ride in or out of power on it. But that day has gone by. The reasons forsooth may not arise from the same motive; but that does not alter the fact that for the time being at any rate Canada cannot do without a Customs tariff.

In drawing up the proposed new tariff the Government will naturally be beset by many difficulties. Some industries will doubtless want the tariff-wall which already surrounds them made a little higher while others whose wall of protection is already too high—as every business man knows is the case—will strenuously oppose any and every attempt to cut it down.

When a merchant undertakes the reorganization of his business he decides to curtail here and expand there. His whole

object is to produce effects which in the net result will be beneficial to that in which he has his capital invested. The tariff is a business matter, and that which is the best for the commercial interests of the country is what it is the duty of the Government to try and secure.

When a man invests his capital in a commercial enterprise he is not looking alone at the possibilities of to-day; his eye is upon the future as well. It is the same with the general when manœuvring his battalions on the battle field; it is the same with the chess player when he makes a move.

In re-arranging the tariff there are some things upon which it will obviously be to the best interest of the country that the rate of duty should be made much lower, or perhaps removed altogether. In others again it will probably be found that business commonsense would demand that an opposite course be taken.

When a tariff is being revised the question as to whether this or that proposition leads in the direction of free trade or protection should not be considered. The great question is: Is it business-like?

If the tariff is considered from a business point of view, the mere fact that the rate of duty upon this or that article is 10, 25 or even 75 per cent. should not be in itself the determining factor for either increasing or decreasing it. It is quite possible that a tax of 10 per cent. may be more unreasonable and burdensome to the country than even a duty of 75 or 100 per cent.

It is the utility which that duty possesses as a developer of the industrial interests of the country which should be chiefly taken into consideration. In other words, does the rate of, say, 35 per cent. produce industrial results of a higher percentage of benefit to the country? To put it another way: Would the money saved to the country by reducing or removing the duty on a certain article be greater than the loss that would be entailed in capital, wages, etc.,

through the foreign-made article being thereby allowed to supplant the home-made article? That should be the pivotal point upon which the question should turn.

It is no use for this country to waste its time and energy in trying to develop industries which are no more natural to it than are teeth to an oyster; but it would be equally unwise to cripple or destroy industries which are, in their net results, beneficial to the country in order that what is an apparently high tariff may be reduced to what is considered a medium or low one.

No wise man hesitates to spend a dollar in order that he may earn a dollar and a half; neither should a nation object to be taxed 25 to 50 per cent. when the investment is a profitable one.

TRADE AND PRICES IMPROVING.

WHETHER it be momentary or not, one thing is certain, a revival in the iron and hardware trade of the United States and Canada is close at hand.

For the past four or five months, consequent upon the uncertainty of the result of the presidential contest, capital has been withdrawn from its accustomed channels, workshops have been closed down, buying and selling has been curtailed, and prices have depreciated.

Now that the campaign is over, and sound money has triumphed, confidence is being restored, and trade, relieved of that which was keeping it back, is beginning to spring into activity. Orders which were given subject to the election of the Republican candidate will have to be filled, while new ones are being booked. This must entail an at least brief period of activity for the manufacturing industries.

Already the indications of the better times that are to be are in evidence, during the last few days numerous telegrams having been received by dealers in hardware and metals in Toronto, withdrawing prices, and in some instances, notably galvanized iron,

Canada plates, and iron pipe, actual advances in figures being announced, with quotations only guaranteed from day to day. Pig iron and pig lead are other articles for which higher figures are being demanded. Press despatches report the starting up of a number of factories already.

It must be remembered that aside altogether from the confidence which is being restored because of the defeat of the free silver candidate, there are other and more enduring factors which must naturally contribute to the revival of trade upon the North American continent. There is first of all a revival all over the world in the metal and hardware trades. In Great Britain the activity is phenomenal. And in Germany and other European continental countries much the same condition of affairs obtains. As some importers in Canada know to their sorrow, it is next to impossible to get delivery of staples, so pushed with orders are the manufacturers on the other side of the Atlantic. **HARDWARE AND METAL** knows of orders that were placed as far back as January last that the makers have not yet been able to fill. And facts are not wanting where, in some instances, English manufacturers of lines appertaining to hardware have positively refused to accept orders from some of the largest importers in this country.

Another favorable trade condition is the appreciation in the price of farm produce. This appreciation has every evidence of being permanent, and as it is beginning at the basis of the commercial system, it naturally assists materially to impart activity to trade.

Hardware dealers would do well to at least keep their stocks in a well-assorted state.

CASTOR OIL DEARER.

THE feature of the castor oil market at present is its firmness. Owing to the drouth in India the growth of the castor oil plant has been much retarded, the result of which is an enormous shortage in the supply of beans, from which the oil is produced.

To get supplies from the primary markets is almost impossible, and prices have appreciated to such an extent that it would cost something like 9c. per pound to lay castor oil down upon the Toronto market from Calcutta.

Stocks in the hands of Toronto jobbers are light at the moment, but there are a few odd lots on the way which are due to arrive in a few weeks.

Castor oil in this country is largely used for the lubrication of agricultural implements, and the demand on this account is about over for the season.

THE ALLEGED COAL DISCOVERY IN ALGOMA.

ANY hope that might have been entertained that coal after all existed in the province of Ontario, in spite of the decrees of geologists that the mineral is only to be found in carboniferous formations, has been dispelled, for the time being at least, all the experts, including Dr. Coleman, the mineralogist of the Ontario Bureau of Mines, having declared that the deposit recently discovered near Sudbury is anthraxolite.

Ontario, with Quebec and Prince Edward Island, will therefore still have to be classed among the provinces comprising the Dominion which nature has not blessed with coal measures. All the provinces except these three have more or less coal.

Portions of the samples which have been brought down to Toronto from Sudbury might well be taken, by any other than an expert, as specimens of anthracite coal. Consequently the ecstasies which some of the Toronto dailies went into over the find were not without cause.

While the material found near Sudbury is not coal, yet it is a combustible material, but what its utility and commercial value are is yet to be determined. So also as to the extent of the deposit. All the experts have so far told us is that it is not coal.

If it burns well, possesses utility for domestic and manufacturing purposes, and the deposit contains quantity, it matters little by what name it is designated.

One of the great drawbacks to the development of the vast and rich mineral resources of Northern Ontario has been the absence of fuel. If the anthraxolite bed is capable of supplying the desideratum the discovery is an important one, indeed.

Anthraxolite is not a new thing in Ontario, it having been previously found in both that province and Quebec, but it has not hitherto been found in any large quantities.

Prof. Chapman, of the Toronto University, in "Minerals and Geology of Ontario and Quebec," says regarding anthraxolite: "Generally depreciates when heated. Before the blow-pipe a small fragment loses its lustre, but exhibits no further change. Composition, essentially carbon, with from 3 to 25 per cent. of volatile matter, including a small amount of moisture. The ash, as at present observed, varies from 0 to 10 or 11 per cent. When present it exhibits under the microscope no trace of organic structure. This substance, in all probability a product of alternation from petroleum or asphalt, occurs in narrow veins in rocks of various kinds, and in small masses and thin layers or coatings in strata of the Utica

and other formations. Occasionally, also, it is found in the interior of orthocerites and other fossil shells. As it differs essentially by these conditions of occurrence from anthracite proper, the name anthraxolite has been given it, but simply as a convenient term for present use. It occurs in narrow veins, associated with quartz, amongst the altered strata of Lotbiniere in the eastern townships and also in regularly banded veins with quartz and iron pyrites on Thunder Bay, Lake Superior. A variety from the latter district showed sq. gr. of 1.43 and gave the writer moisture 2.08 additional loss in closed vessels, 3.56 ash 0.00 fixed carbon (by difference) 94.36. The substance occurs likewise in narrow broken veins or filling small cracks per se at Acton and other localities in the Eastern Townships, as well as on the Island of Orleans, at Beauport and Point Levis, near Quebec, and elsewhere in the neighborhood of the latter city. The variable percentage of volatile matter (exclusive of moisture) is evidently due to the greater or less amount of alteration to which the original bituminous has been subjected."

CANADA AND THE PRESIDENTIAL CONTEST.

THE sympathy which Canadians generally have given the victor in last Tuesday's presidential contest is not born of any solicitude for Mr. McKinley. Canada's sympathy was born of the fact that he was the champion of sound business principles, as applied to the currency question. There her concern ended.

Had Bryan triumphed that confidence which is so essential to healthy trade would have undoubtedly taken wing. What would follow in the wake of the vanishing confidence is obvious.

Mr. Bryan's opponents undoubtedly exaggerated the consequences which would follow were the economical doctrines he enunciated to triumph. But this does not alter the fact that the bare possibility that there was of his election caused a partial paralysis of trade, induced foreign capitalists to withdraw their capital, and even frightened many men in the United States to deposit their surplus cash in banks in Canada.

If, therefore, the mere supposition that Bryan might triumph wrought so much injury to trade, what must have been the consequences, for some time to come at any rate, had the voice of the people of the United States spoken otherwise than it did?

In such an event Canada would have suffered. At present the trade conditions in the Dominion augur well. Our crops on the whole have been good, and a much

better range of values are obtaining. Then, our mining industries are being developed as they never were before, while our export trade is expanding and our home industries reviving.

Canada naturally does not expect any favours from McKinley or the triumphant Republican party. McKinleyism and Republicanism in the past has meant high tariff against Canadian products, and we have no reason to expect that they will mean anything else in the future. But Canada's desire to see triumph the cause of sound, economical principles takes precedence over all other questions.

The election of Mr. McKinley means the revival of trade now. In both Canada and the United States the manufacturing industries have been running at their minimum capacity and merchants have been buying merely with a view to keeping the soul and body of trade together. And, in order to secure to-day the good times, we in Canada prefer to run the risk of a revival of McKinleyism to-morrow rather than by rejecting it, bring into existence that which might be more dire in its results.

LINSEED OIL STILL ADVANCING.

The price of linseed oil is still appreciating, advices from London, Eng., announcing another advance. To lay English oil down upon the Toronto market to-day would cost 47 ½ c. per gallon for raw.

On Saturday last the associations in Canada advanced their prices 1c. per gallon, the ruling figures in Toronto, Montreal, Hamilton and London now being 46 to 47c. per gallon for raw and 49 to 50c. for boiled.

The Canadian crushers have made no further changes in their prices except for future delivery, on which account they are this week asking an advance of one cent per gallon.

WHEELS IN FRANCE.

M. Clements, who is the owner of the largest bicycle and motor factory in France, is now in the United States, and in the course of an interview expressed himself as follows :

"The bicycle is just as popular in France as in the United States; if anything, it is more popular. My object in coming to this country is to purchase machinery for an increase to my plant in Paris. All of my new apparatus and tools will be of American make. Since the first of the year I have sold 20,000 bicycles, which was the full capacity of my factory. Had its capacity been 40,000, I could have sold them all just as easily. There are now more than one thousand motor wagons in use in and around Paris. Some of them are propelled by petroleum and some by electricity. We are selling a great many petroleum tricycles, by which one can easily make twenty miles an hour over country roads."

DROPS FROM THE EDITOR'S PEN.

When business is not business it is ruin.

Whoever has industry possesses a winning card.

Money dammed up by the father often drowns the son.

Have a name for good goods and keep it before the public.

Looking on the dark side beclouds one's chances of success.

Give your clerks their due as well as your customers their weight.

That which is bargain in name is often deceitful above all things.

Honesty is the best policy for the merchant as well as the clerk.

Buy with confidence and judgment and sell with profit and honesty.

What a man shall reap in business depends upon what he shall sow.

Persistency is the wedge which opens up to its possessor the way of success.

When values are hardening the heart of the mercantile man begins to soften.

It is better to aim high in life, even if your shot does fall short of the mark.

Push and industry, spiced with confidence, is the best remedy for trade depression.

Many a man has failed in business because he failed to select the right business.

When a merchant knows his business it does not take the people long to know him.

It does not matter whether the rot be dry or wet, it will kill business as well as a tree.

If you cannot do what you want to do, grapple with that next to it which you can do.

Ambition has ruined many a man; but without ambition all men would be nonentities.

Be enthusiastic in your business or you will never inspire people to come to your store.

If a man's goodness does not expand with the swelling of his bank account the gold which he is acquiring is making him

poorer rather than richer in that which is to be desired above all things else.

A pleasant smile is worth from five hundred to a thousand dollars annually to any merchant.

The better you learn your business the less likely are you to learn about the evils of adversity.

The business man who cannot make two ends meet will eventually have to meet his creditors.

If a merchant would have his clerks respect him he should respect the rights of his customers.

Not until the day comes when a loafer is an article of commerce should he be tolerated in the store.

It is not so much what he takes in as what he digests that makes a man strong in business practice.

Temper largely determines a man's possibility for success in life as well as a sword blade's utility.

If you lose a customer go out and try to find the cause, even if you cannot get the customer back.

A man that assumes airs is usually full of wind and empty of everything else that is worth possessing.

Buy what you require, but do not buy that which someone wants to sell you but for which you have no use.

You do not add anything to the goodness of your own name by trying to give disrepute to the "other fellow."

The clerk who gets into the kernel of his business will get the kernel of trade when he is in business for himself.

The hardest things that can be said against a competitor are too soft and weak to be used as business building material.

A young man may lose minutes and hours by being obliging, but it is not in dollars or in other people's esteem that he will be any the poorer.

Like seed, the better an advertisement is the more fruitful will it be. A poor advertisement cannot be expected to produce good results.

TURPENTINE FARMING.

THAT portion of the Southern States known as the long-leaf pine belt produces the bulk of all the naval stores used in the world. There is an immense stretch of pine forest, beginning in North Carolina, near the Virginia border, and it follows along the Atlantic coast to Florida, and along the Gulf coast as far as Texas. This belt of long-leaf pine varies in width from 5 to 100 miles, crosses six states, namely, the two Carolinas, Georgia, Alabama, Mississippi and Louisiana, and covers an area of about 130,000 square miles.

All over this great forest territory the trees are tapped, or "bled," for their sap, which furnishes what are known as naval stores. The work on a "turpentine farm," as a division of the forest is called, begins in winter with the cutting of the "boxes." A broad gash about seven inches deep and fourteen inches long is cut just above the base of the tree, making a kind of box. The cut is V-shaped, slanting from the outside, and thus forms a reservoir, which will hold about three pints of sap. Meanwhile, the ground around the trees is raked clean, and the pine straw needles are gathered in heaps and usually burned. This is done to protect the boxes from fires, and also to give the "chipper" a firm stand when engaged in his work; but, owing to negligence, small fires are allowed to spread, and often they become disastrous conflagrations, which run over thousands of acres of valuable timber before they are finally checked.

The turpentine season does not really open until early spring, when the sap starts to flow in the trees, and "chipping" begins. The chipper first removes strips about two inches wide, beginning at the corners of the box and extending to a height of about ten inches. Then the surface between the two strips is laid bare to a depth of about one inch beneath the bark.

After a short time the "chip" ceases to "bleed," and then from time to time fresh cuts are made. This is called "hacking," and is done with a peculiar tool called the "hacker." There are two kinds of hackers—the open and the closed hackers. Both are quite similar in shape and size, except that one has an open, strong knife with curved edge, and the other a closed knife blade, fastened to a long iron handle. A heavy weight is attached at the end in order to give momentum to the blows, and is said to make the work of the chipper easier.

Once a week, from March till October, the trees are either chipped or hacked. The size of the chip grows at the rate of about two inches a month; so that by the end of the first season a surface perhaps fourteen by twenty-four inches is laid bare, and in

the fourth and last year the chip has reached a height of six or eight feet.

When the crude turpentine or resin begins to harden, it is scraped from the chip and the boxes with a special tool, called the "scraper." The product thus obtained is "scrape," or "hard turpentine." It is of inferior quality, containing only about one-half of the volatile oil obtained from "dip," or soft turpentine. In the first year the tree yields four times as much dip as scrape, but in the fourth year the amounts are about equal.

The flow of turpentine is influenced by the state of the weather, especially the temperature. A long spell of heat or a long spell of cold decreases the yield. The flow is greatest during the hot summer months, July and August; after that it becomes less and less, until October and November, when it ceases. Last year (1895), the turpentine crop was a poor one, on account of the cold spring.

The resin which accumulates in the boxes is removed by a towel-shaped dipper. The operation is known as "dipping." In the first year from six to eight dippings are made. The dip is put in barrels and taken to the "still," where it is transformed into spirits of turpentine, resin, or rosin, and pitch. Tar is made by burning the dead wood or limbs in kilns.

The crude turpentine in its natural state as it flows from the tree during the first year is distinguished by its fine white color. During the latter part of the season it shows a faint straw tint. The product dipped in the first part of the season is "virgin dip." It is from these virgin dippings that the best and highest-priced grades of resin are obtained.

In the following year the turpentine is known as "yellow dip," and it becomes darker colored, less transparent and less liquid every year. In the fourth and last year the turpentine is very dark in color, and yields resin or rosin of the lowest grades, ranging from deep brown to almost black and opaque.

If you look at the market reports under the heading of naval stores you will find certain technical terms and mysterious letters. The letters designate the different grades of resin as follows: WG, window glass; WW, water white, the lightest grade; N, extra pale; M, pale; K, low pale; I, good No. 1; H, No. 1; F, good No. 2; E, No. 2; D, good strain; C, strain; B, common strain; A, black.

Besides, you will find a number of terms peculiar to the turpentine industry. Down south you hear the natives speak of the great pine forests as "turpentine orchards." The word "crop" has a special meaning. When a turpentine farmer speaks of his

crop he means 10,000 boxes. This will be about 5,000 trees, as from two to four boxes are cut in full-grown trees. There will be about that number on an area of 200 acres.

Most of the turpentine farms are worked by operators on a large scale. Small land owners cannot afford to work their trees, and so they rent or lease their forests for four years at the rate of \$50 per crop of 10,000 boxes. The total expense of working one crop is about \$600 per year, or \$2,400 per four years. Four operators work less than ten crops, which would make their expenditures \$24,000 during the four years. To this should be added the cost of a plant (about \$4,000) for working ten or twenty crops, establishing a still, building houses and sheds and buying tools, mules and horses.

The amount of product gathered from a crop of 200 acres in the first year is about 280 barrels of dip and 70 barrels of scrape. This yields at the still about 2,000 gallons of spirits of turpentine and 260 barrels of resin. In the fourth and last year the yield of the crop falls to about 1,000 gallons of spirits and 110 barrels of resin.

In speaking of the profits of the turpentine industry, a veteran operator said: "There is no money in the business nowadays. Prices are too low. With the spirits at 27 cents per gallon and resin at \$1.20, it takes a right smart man to make much more than \$1 per acre."

The prices of all kinds of naval stores reached their highest point during the late war, when spirits of turpentine sold for \$1.50 and \$1.75 per gallon, and inferior grades of resin sold for \$4 a barrel. This gave a "boom" to the turpentine industry of France, as production in the south was practically checked for several years.

Next to the work in the pine forest the operations at the still are interesting. Here, by the process of distillation, are obtained the different resinous products of trade which go under the name of "naval stores." The term seems to be a misnomer just now, when ships are built of iron and steel. About nine-tenths of all the naval stores are used in industries other than shipbuilding.*

If you go into a turpentine still when it is in operation you will see how much care is taken to obtain the naval stores. You will inhale the health-giving properties of the pine-tree sap. Your nostrils are tickled by the pungent odor of the boiling turpentine; there is something strong and stimulating about the smell. Your lungs seem to swell to twice their normal size, and, as one person said to me after a visit to a still, "I feel braced up." There is no better sanitarium than the pineries of the south, and the turpentine workers are as strong and healthy a set of fellows as you can find anywhere.—Lee J. Vance in *The Painter and Decorator*.

* Oddly enough, the term is not defined in Webster, Worcester or The Century dictionaries.

DECADES OF INVENTION.

THE decade (1866-1876) says a writer in Inventive Age, marks the beginning of the most remarkable period of activity and development in the history of the world. The perfection of the dynamo, and its twin brother the electric motor, by Wilde, Siemens, Wheatstone, Varley, Farmer, Gramme, Brush, Weston, Edison, Thompson and others, soon brought the great development of the electric light and electric railways. Then appeared the Bessemer process of making steel, dynamite, the St. Louis bridge, Westinghouse air-brake and the middlings purifying and roller processes in milling. That great chemist and probably greatest public benefactor, Louis Pasteur, added his work to this period; the Gatling gun appeared; great developments were made in ice machines and cold storage equipments; machines for making barbed wire fences; compressed air rock drills and the Mont Cenis tunnel; pressed glassware; Stearns duplex telegraph, and Edison's quadruplex; the cable car system of Hallidie, and the Janney car coupler; the self-binding reaper and harvester; the tempering of steel wire and springs by electricity; the Lowe process for making water gas; cash carriers for stores, and machines for making tin cans.

With the next decade (1876-1886) there arose a star of the first magnitude in the constellation of inventions. The railway and telegraph had already made all people near neighbors, but it remained for the Bell telephone to establish the close kinship of one great talkative family, in constant intercourse, the tiny wire, sentient and responsive to the familiar voice, transmitting the message with tone and accent unchanged by the thousands of miles of distance between. Then come in order the hydraulic dredges, and Mississippi jetties of Eads; the Jablochkoff electric candle; photography by electric light; the cigarette machine; the Otto gas engine; the great improvement and development of the type writer; the casting of chilled car wheels; the Birkenhead and Rabbeth spinning spindles; and enameled sheet iron ware for the kitchen. Next the phonograph of Edison appears, literally speaking for itself, and reproducing human speech and all sounds with startling fidelity. In this decade we also find the first electric railway operated in Berlin; the development of the storage battery; welding metals by electricity; passenger elevators; the construction of the Brooklyn bridge; the synthetic production of many useful medicines, dyes, and antiseptics, from coal tar products; and the Cowles process for manufacturing aluminum.

In the last decade (1886-1896) inventions in such great numbers and yet of such im-



Paint Talk

We've made some pretty loud talk in these advertisements—we've something worth talking about. We have never made a statement or claim that was not true, and we propose now to let some of those who have handled The Sherwin-Williams Paints this season talk.

Our agents in Winchester, Ont., wrote us Sept. 29th, as follows:

"We have had a great deal of satisfaction handling The Sherwin-Williams Paints the past season. It was a little difficult to introduce them at first, but once we got customers to try them we had no further trouble. We feel satisfied we can double our sales for next season. When your traveler comes round for Spring orders he can count on a decent one from us." The advertising didn't do this—'twas the goods. All the advertising does is to induce a man to try the goods. This is all we expect from it—It's all we want, the goods do the rest.

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

portance have appeared that selection seems impossible without doing injustice to the others. The graphophone, the Pullman and Wagner railway cars and vestibuled trains, the Harvey process of annealing armor plates, artificial silk from pyroxyline, automobile or horseless carriages, the Zaluski dynamite gun, the Mergenthaler linotype machine, moulding and setting its own type, a whole line at a time, and doing the work of four compositors; the Welsbach gas burner; the Krag-Jorgensen rifle; Prof. Langley's aerodrome; the manufacture of acetylene gas from calcium carbide; the discovery of argon; the application of the cathode rays in photography by Roentgen; Edison's fluoroscope for seeing with the cathode rays; Tesla's discoveries in electricity, and the kinetoscope, are some of the modern inventions which still interest and engage the attention of the world, while the great development in photography and of the Web perfecting printing press, the typewriter, the modern bicycle, and the cash register is beyond enumeration or adequate comment.

A NOVEL METHOD OF GOLDMINING.

A decided departure from the recognized methods of mining for gold and other pre-

cious metals is disclosed in a recently-published patent granted in this country. The system used is most nearly akin to that at work near Middlesbrough for obtaining salt. Boreholes serve to convey water down to the bed of salt, which it dissolves, and the brine is then pumped. It is now intended, according to this invention, to work auriferous and argentiferous deposits in a similar manner, only instead of using plain water, recourse is to be had to some reagent which will attack the precious metal. Such a reagent is a dilute aqueous solution of potassium cyanide, or of chlorine, bromine or alkaline hyposulphite. These solutions are caused to permeate the deposit and then they are pumped up or drained off for further treatment with zinc, or in any other of the well-known ways for recovering the metal. The inventor, Herman Frasch, of Ohio, states that he intends to work poor placers or other gravelly deposits which rest on an impervious bottom and are sufficiently porous to let the solvent percolate. A trial on a practical scale would be very interesting, but even under favorable circumstances the expenses would probably be enormous. Those who are sufficiently curious to wish for further details will find them in the patent No. 17168 of this year.—Kuhlow's Trade Review, Berlin.

EGYPTIAN USE OF TIN.

DR. J. H. GLADSTONE read a paper at the recent Liverpool meeting of the British Association for the Advancement of Science, entitled, "The Transition from Pure Copper to Bronze made with Tin," in which he said that copper was worked by the Egyptians in the Sinaitic peninsula from the fourth to the eighteenth dynasty, perhaps from 5000 to 3000 B.C. At that period tools were made of pure copper in Egypt and Syria, and by the Amorites in Palestine, often on the model of flints. The efforts to make copper hard underwent three stages. The first was to get the copper to contain a large amount of cuprous oxide. The second was to mix it with arsenic and antimony. This was done by the Egyptians in the twelfth dynasty, and it was probably at first accidental, but one specimen had been found, containing 3.9 per cent. of arsenic, and this was probably a deliberately made alloy. Thirdly, it was gradually found that tin was the best metal to harden copper, but it was not so commonly found. Tin mixed with copper does occur before the bronze age, but only to a very small extent, $\frac{1}{2}$ to 1 per cent. Afterwards, as tin was more commonly found and became less expensive, it was more largely used, and so the bronze age was reached. In many parts of Egypt bronze tools and implements were found, and one specimen contained 9 per cent. of tin. Prof. Flinders Petrie had found a bronze bar at Medum, in Egypt, in one of the small tombs belonging to the fourth or fifth dynasty. The brass of the early Israelitish period of the Bible was bronze. The immense amount of bronze used in ancient times, 5,000 years ago, was astounding. The question as to how the large amount of tin was obtained is still unsolved. Prof. W. Ridgway read a paper on "The Starting Point of the Iron Age in Europe." He said that the origin of the iron age is one of the most important points of European archaeology. Scandinavia could not be its place of origin, for there the iron age began later than the Christian era. And it is admitted that the iron age came in per saltum in the Swiss lake dwellings, in Italy, Greece, France and Britain. Hellstadt, in Austria, was, in fact, the only place in Europe where articles in iron were found gradually replacing those of the same kind made in bronze. Near the Hellstadt cemetery lay one of the most famous iron mines in antiquity. It was from the Austrian centre that the use of iron spread into Italy, Switzerland, Gaul, Spain, Greece and Eastern Germany, among the tribes that were using bronze weapons and implements, and Tacitus was our authority

on this point. In a discussion, Dr. Montelius pointed out that there were instances of the use of iron in Scandinavia, gradually superseding bronze, in the fifth or sixth century, B.C. A. J. Evans said there is very early evidence of the use of iron in Syria, where it spread to Greece, and the spread of iron in Britain was earlier than is generally supposed, as early, in fact, as the sixth century, B.C., especially in Ireland.

SMOOTHLY DRAWN IRON RODS.

THE production of smoothly drawn iron rods on the so-called drawing plate has become quite an important industry. This method of manufacturing permits not only the production of round and sextangular rods, but also of polished rods of any profile desired. The round and sextangular rods are in especial demand for the production of brightly polished screws and nuts of any size and shape.

The raw material used for such rods should answer the following requirements: The iron should become bright and smooth when drawn into rods; it must, therefore, possess a high degree of softness and ductility. When worked up further by turning, boring, threading, planing, etc., the cut should always be clean, smooth and of a silvery lustre. Steel tools used in those operations should not be affected nor worn off, and always remain clean. Only when the material shows a cut of the nature described it is possible to successfully accelerate the manufacturing process and to adapt it to mass production. Such iron should combine with great softness and ductility a finely fibrous structure, free from slag or sand.

Now the question arises: What kind of iron would best answer the above requirements? Bessemer or Thomas steel (Hussein) will not do, for the tools, for instance turning plates for screws, are quickly ruined by the long and tough turnings forming and the cut presents a rough and dull appearance, showing plainly the impurities of the material used. The proper soft iron can only be produced by the puddling process and requires the most careful selection and repeated refining.

Regarding its molecular structure such soft iron may be considered to consist of fine, closely joined lamellae, and can well be compared with a wire rope or a bundle of fibres. This molecular structure is the reason why in turning soft iron only very short turnings with cross fibres are produced which crumble off instantly and are washed away by the lubricating oil. Although wrought iron is gradually giving way to steel it will not be replaced by the latter for the purpose discussed, even if steel may excel wrought iron in strength in many respects.—Kuhlow's Trade Review.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable
Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
"43" "872'72"

Far in excess of any other Powder
Nitro or Black

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers THE SMOKELESS POWDER CO., LTD

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St
Montreal.

The R. A. McCready Co., Toronto, carry
stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

. . . TORONTO

ROLLER BEARING STEEL BARN DOOR HANGERS



"None Better"

Suitable for any length
of track.

Strong enough to hang
the Heaviest Doors.

Impossible to get out
of order.

Felt Weather Strip

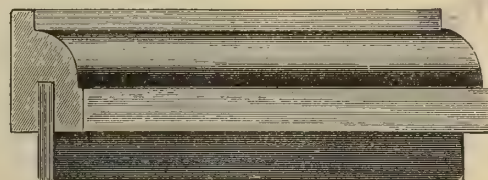
Excludes all Cold, Wind, Dust and Rain.

No. 60



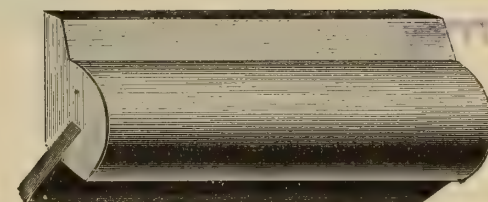
FOR SIDES AND TOPS OF WINDOWS

No. 61



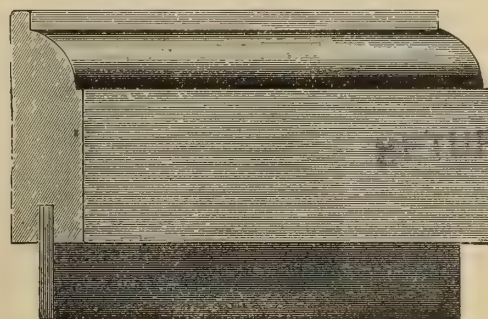
FOR SIDES OF WINDOWS AND DOORS

No. 62



FOR CENTRES OF WINDOWS.

No. 64



FOR BOTTOMS OF DOORS

Canister Coffee Mills

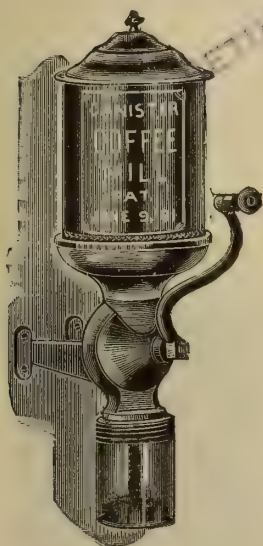
MADE IN 2 SIZES

No. 2. For Family use

Canister holds 1 lb. Coffee.

No. 1. For Hotel or
Boarding House
use

Canister holds 2 lbs. Coffee.



ORDERS FILLED PROMPTLY

GRAHAM Wire and Cut Nails are the Best.

H. S. HOWLAND, SONS & CO., TORONTO

ARMSTRONG PIPE-THREADING AND CUTTING-OFF MACHINE.

WE show in the engraving herewith a new style of pipe-threading and cutting-off machine, built by the Armstrong Manufacturing Co., Bridgeport, Conn., with New York office at 139 Centre street. The merit of the machine has been developed by experiment and it possesses the advantages of both simplicity and compactness. It is made in several sizes, adapt-

ated by hand power when desired, the speed depending on the activity of the man at the crank.

WEBSTER--MURPHY.

George Eliot in one of her peerless novels states that "marriage is promotive." Few will dispute this. The discussion, "Is Marriage a Failure?" has died out with "the New Woman." Articles on domestic economy are now invariably headed, "Mar-

who fall off the farmers' wagons en transit are cared for.

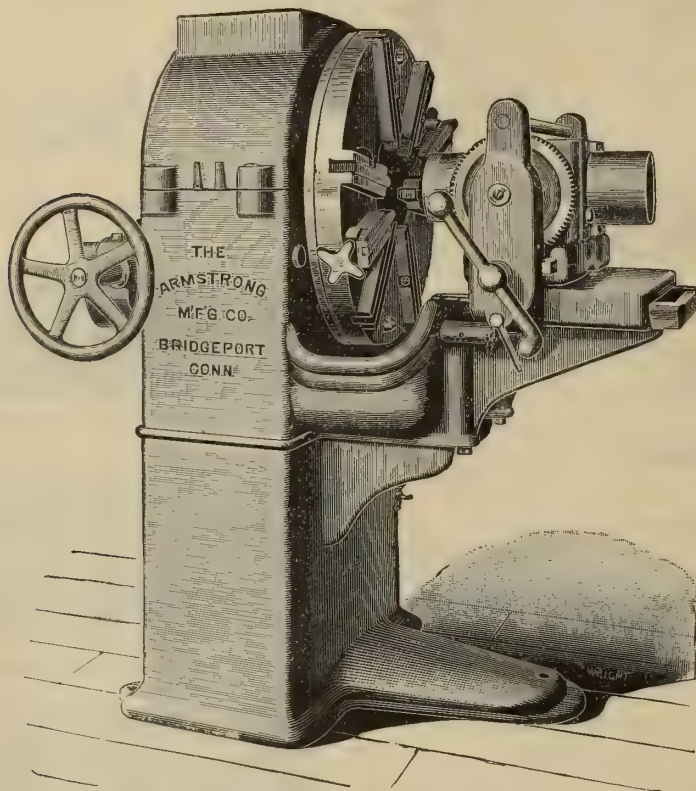
The latest promotion to the married men's class of the Dominion Commercial Travelers' Association is Mr. Robert A. Webster, who, on the 26th ult., at Brooklyn, N.Y., led Miss Annie Murphy to the altar, where the Rev. Dr. Brooks tied the knot in the most approved fashion. The wedding was a quiet one, but the select number present were full of enthusiasm, and everything went off merrily. The bride is a charming and most estimable young lady, and her immediate friends were disposed to look askance upon her going to Canada and thus assist in annexing the States to the sturdy Canadians. Mr. Webster, however, when seeking a wife or booking an order, is irrepressible, and is not accustomed to taking no for an answer. Leaving Montreal for Quebec a few days ago he received a perfect ovation, and the Canada Paint Co.'s traveling staff throughout the Dominion sent hearty congratulations to their confrere, Mr. R. A. Webster, and much joy to his bride.

NEMO.

PATENT REPORT.

The following information is furnished to this paper by Marion & Laberge, Temple Building, Montreal: On the 20th inst., the United States Patent Office issued 411 patents. Out of that number the following were granted to Canadian citizens: 569,820, Archibald A. Dickson, Toronto, reducing metallic sand or pulverised ores; 569,865, Arthur A. Forbes, St. Hyacinthe, let-off mechanism for looms; 569,837, Wm. J. Moore, New Westminster, dredge bucket for placer mining; 569,652, Michael C. Mullarky, Montreal, sewing machine; 569,795, Theodore S. Newman, Rossland, car holder.

The following Canadian patents have also been granted recently: 53,797, R. S. Anderson, Toronto, bicycle handle; 53,801, J. H. Sutton, Windsor, metal weather strip; 53,799, S. R. Earle, Toronto, furnace grate; 53,809, R. I. F. Hoffmeister, Vancouver, gold mining machine; 53,808, P. E. Doolittle, Toronto, bicycle and brake mechanism; 53,806, F. Gutheridge, Seaforth, brick press.



ARMSTRONG PIPE-THREADING AND CUTTING-OFF MACHINE.

ed either for hand or power, and adjustable to variations in fittings. The machines are made to cut off and thread pipe from 1 to 6 inches in diameter, and are arranged for the pipe to be taken from them without removing the dies by a simple movement which effects an important saving of time and labor.

All the gears and working parts are encased in an oil chamber, which keeps the bearings lubricated and prevents the entrance of iron chips or dirt. From two and a half to four minutes are occupied in threading a pipe, according to its size. The No. 1½ machine, which works pipe up to 4 inches, weighs about 700 pounds, and has a countershaft speed, when used with power, of 325 revolutions. The No. 3 machine works 6-inch pipe and weighs 1,200 pounds. The cutting and threading tools are made of the best materials and are interchangeable. The machines are always fitted with right hand dies, unless otherwise ordered, when dies for cutting left threads can be furnished. The large machine can be oper-

riage a Success." The commercial traveler, it is said by those who ought to know, makes a model husband, and can appreciate the comfort of his "ain fireside" after the racket and turmoil incidental to a traveling life. Of course, for a time, he is missed in the little social circles in the different towns, where he used to escort the nicest girls to the opera, say, of "Uncle Tom's Cabin," or take his customer's daughter to the revival meeting and sing aloud,

O-h-h Lord R-e-e-efresh us,
Traveling through this wilderness!

the wish, shall we say, being father to the thought. Returning from the meeting-house, the obliging traveler, Othello-like, will tell of

Moving accidents by flood and field,

and relate as to how he minded the baby at the Union Station while the mother went to get a cup of coffee, or how he went for the coffee and allowed the mother to keep watch over the infant, suspicious of foundlings at the several homes, where youngsters



We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

CARE OF PNEUMATIC TIRES.

A GREAT deal of contradictory advice regarding the care of pneumatic tires has been going the rounds of the press, remarks Stoves and Hardware Reporter. For instance, instructions to keep the tires well inflated while the wheels are stored for the winter, are opposed to all laws of preservation. A pneumatic tire, whether single or double tube, is but a combination of rubber and a woven fabric, which will in time give out under the strain of pressure from the inside and wear from the outside; hence, why shorten the life of the tire when not in use by keeping it inflated to a riding pressure? A wheel when stored or laid aside for a time should have just enough air in the tires to make them assume their proper shape or form. This pressure, whether the wheel be suspended or standing, need not in any case exceed five pounds to the square inch, whereas the riding pressure would be anywhere from twenty to thirty pounds to the square inch, depending upon the weight of the rider. Tires when not in use and not inflated, especially when the wheel is left standing for any length of time, show a crease on two sides caused by the weight of the wheel resting at that point, and weakening the tires which will give way or blow out there sooner or later when they are in use under riding pressure. Another

advantage in keeping tires partially inflated is the assurance of no damage being done them by being struck accidentally when the wheel is moved from one part of the house to another, they being liable to receive fractures or bruises which weaken them, causing a leak which is unaccountable for to one who does not understand the liability of the tires to bruises when not inflated. The tire being under no pressure has no life whatever, the small amount of rubber in it being distributed over such a large surface in combination with the strengthening fabric, that the rubber is not intended in any way to give life to the tire excepting when used on the shoe or tread, and then only imparting life through keeping dampness from the inside lining which is the strength of the tire.

VALUE OF PROMINENCE.

From a purely business point of view, is there an advantage in being prominent in social or religious circles? Men have made their business successful who were ill at ease in society, belonged to no secret association, and were members of no church organization, but so have men with relations more directly the reverse. A group of merchants discussing the most popular business man in town, agreed upon one of their number, who was a Mason, a Presbyterian and a good tenor singer, and in demand at all social

functions. A successful hardwareman enjoyed a really enviable popularity. His judgment of affairs was so sound as to be regarded as infallible. When a farmer had wheat or wool to sell he went to the hardwareman for his advice. If he had trouble with a neighbor about a line fence, instead of going to a lawyer when he came to town on Saturday, he went to the hardware man and received sound advice along with the plough he bought.

WILL MAKE WINDOW BLINDS.

The last issue of the Ontario Gazette contains an application for the incorporation of the Armitage Manufacturing Co. of Toronto, Ltd. The object for which incorporation is sought is for the manufacture and sale of canvas, window blinds, bookbinders' cloth, table oil-cloths, floor oil-cloths and other articles of a similar nature. The operations of the company are to be carried on in Toronto, which is also to be its chief place of business. The amount of the capital stock of the company is to be ten thousand dollars, in shares of one hundred dollars each. The names of the applicants are: J. L. Armitage, Newark, N. J.; Edwin Armitage, Wm. E. Kilgour, F. G. Hayward, of Toronto; Edward J. Johnston and Edgar R. B. Hayward, both of Whitby. E. Armitage, W. E. Kilgour and F. G. Hayward, are to be the first directors of the company.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

THE HARDWAREMEN'S PETITION.

THE following is a draft of the petition of the Metal and Hardware Association of Montreal to the Dominion Government in reference to the anticipated changes in the tariff:

To the Honorable Wilfrid Laurier, Premier, and the members of the Dominion Cabinet, Ottawa.

The petition of the members of the Metal and Hardware Association of the Montreal Board of Trade and others,

Respectfully sheweth:

That owing to the anticipated changes in the tariff affecting the metal and hardware trade and the manufacturing thereof, the condition of business at the present time is most unsatisfactory, there being naturally a want of confidence in future values, due to the uncertainty prevailing as to the proposed changes, and also as to the date on which they will take effect;

That is the opinion of your petitioners, an assurance from your Government that the Tariff Bill would contain a provision whereunder it would not become effective until a stated subsequent date, would, to a great extent, remove the present uncertain feeling in business circles and immediately improve business;

That your petitioners are aware that the practice herein suggested, of delaying the operation of changes in the tariff for some time after they have become law, is in vogue in the United States; for instance, the tariff which passed Congress on July 10th, 1890, only came into force on October 6th, 1890, and the tariff which passed Congress in March, 1894, was not put into operation until August 28th, 1894;

That there is a strong feeling that if no assurance of the nature suggested is given, the present serious shrinkage in business may become alarming, and have the effect of causing merchants to limit their importations and manufacturers to reduce their production to a considerable extent, which action will necessitate the discharge of a large number of employes during the winter and early spring months, whereas the deferring of the date of the application of the changes in the tariff would contribute to a more satisfactory state of business;

Wherefore, your petitioners, being impressed with the great importance of this matter, pray that your honorable Cabinet will give a public assurance that the Tariff Act shall provide that any alteration of the duties contained therein shall not go into operation until the 1st of July next.

And your petitioners, in duty bound, will ever pray, etc.

(Signed), The Thomas Davidson Manufacturing Co., Ltd., B. & S. H. Thompson & Co., Thos. L. Paton, James W. Pyke & Co., The McClary Manufacturing Co., Ltd., James Cooper, S. R. Clendinneng, Garth & Co., H. R. Ives & Co., Charles J. Chisholm, Peck, Benny & Co., A. Holden & Co., Copland & Co., The Montreal Rolling Mills Co, Crathern & Caverhill, Caverhill, Learmont & Co., Dominion Wire Manufacturing Co., Ltd., A. C. Leslie & Co., J. H. Hanson, Bacon Bros., Lewis Bros. & Co., Letang, Letang & Cie., The Gurney, Massey Co., Ltd., E. N. Heney & Co., Warden

King & Son, Geo. Brush, Machinery Supply Co., Geo. R. Prowse, Pillow & Hersey Manufacturing Co., Ltd.

MONTREAL'S EARLY-CLOSING LAW.

On Wednesday morning last a deputation waited on the Mayor of Montreal with reference to the early-closing bylaw. The petition was as follows:

We, the undersigned merchants and traders in the different lines of commerce, respectfully submit to you, that the trade at night being nil, or nearly nil, we don't believe that this bylaw in favor of early closing will be of such a nature as to effect in any manner our commercial interest, and that for our part we hope that you will maintain the said bylaw.

This was signed by about a thousand of the merchants of Montreal. These signatures are all of bona fide merchants. In the case of the petition against early closing, out of 951 signatures, 231 were of persons other than merchants, or were repeated, sometimes as often as four times.

The Mayor expressed himself as strongly in favor of the early closing of the stores, but at the same time could not shut his eyes to the difficulty of enforcing this as a law on free citizens. He suggested that an understanding might be come to among the merchants themselves. In concluding his remarks he said he could promise that if the courts decided that the law was legal, it would be strictly enforced.

CANADA'S BID FOR TRAFFIC.

A special Montreal despatch to yesterday's Evening Post says: "There is a movement on foot among the different steamship companies doing a passenger business between the Canadian ports and Liverpool, not only to hold the winter passenger business, but to capture a portion which now goes to New York from this country. Heretofore the lines making Halifax, St. John and Portland the winter terminus have been under the disadvantage of costing the passenger more money than in summer, when the steamships could be taken at Montreal and Quebec. This was caused by the railway fare which it was necessary to pay in order to reach the seaports. The special railway rate in connection with ocean tickets to any one of the three ports mentioned from Montreal was \$7.50. It is now proposed to do away with this entirely, making the ticket read from Montreal to Liverpool in place of from Halifax to Liverpool, and selling it at the same price as formerly. The winter rates from New York by the fast steamships is about \$60, and by slower vessels the same as by the Canadian lines. Passengers will thus save by taking the Canadian lines, if the new arrangement goes into effect, the fare and expenses to New York.

"If the agreement is entered into, which is altogether likely, the lines affected will be the Allan and the Dominion."

CRAIG, MACARTHUR & CO.

Craig, MacArthur & Co., wholesale dealers in plumbers' supplies, who a couple of weeks ago removed from 22 Front street east to 69 Bay street, have now got their new premises nicely arranged. On the ground floor a neat little private office has been erected, while a railing keeps intruders away from the business office. In the rear part of the ground floor the firm will keep its heavy goods, while the first storey has been set apart for brass goods, fittings, etc.

FILES IN THE PROCESSION.

In The Providence Sunday Journal of Nov. 1, under the account of the monster sound money parade, which took place in that city on Saturday evening, Oct. 31, we notice the following description of the display of the Nicholson File Co.: First came a large low-gear, tastefully trimmed with flags, bunting and lanterns, and loaded with cases addressed to firms in the different states and countries in the world where this concern's goods are shipped, thus representing the extensiveness of the market of its product. Following this marched a compact body of several hundred men. The rear was brought up by another large team, laden with more cases and decorated with transparencies, on which were humorous verses: "If McKinley wins—We'll sharpen our wits to enjoy Fortune's smile—By using the Standard Nicholson File;" while, to show the indifference caused by the file's popularity as to who should win, the second verse went: "If Bryan wins—We'll smooth our bad temper and rub off the bile—By using the Standard Nicholson File." Another rhyme read: "Would'st see our symbol? Look about. It's on the streets for miles—For these men march in what we make, and that is—Files." The whole display represented in a modest, yet dignified manner, the claim that the Nicholson File Co. are the largest producers of files and rasps in the world.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

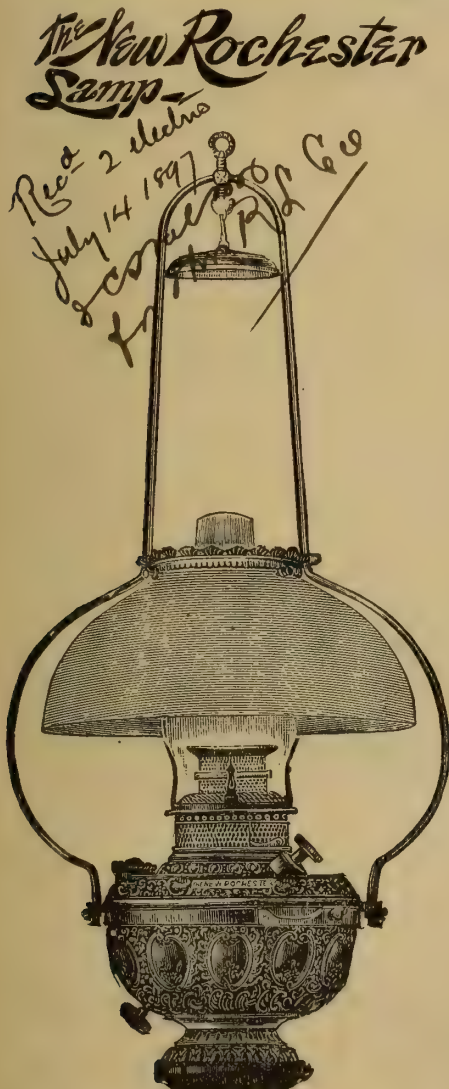
HAMILTON

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.



MAMMOTH LAMP

No Imitations are "Just as Good."

The New Rochester Lamps are the most perfect Central Draft Lamps in existence. Our new Rochester Oil Heater burns without odor and heats a room 15x15 comfortably. New '96 Page Catalogue sent on application.

THE ROCHESTER LAMP CO.

Canadian Office and Warerooms,
24 Front Street West,

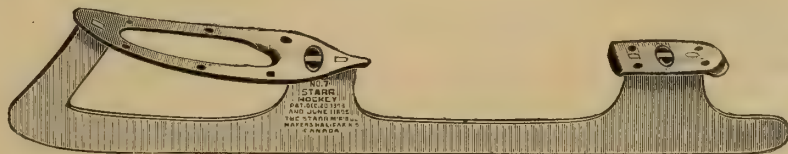
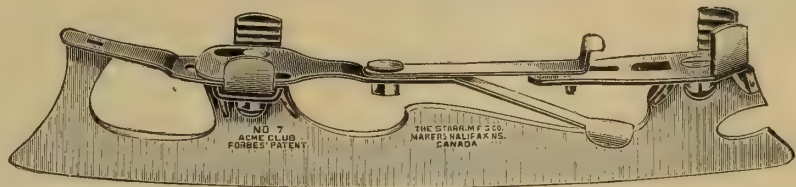
Toronto

SKATES

We have a complete stock of all sizes of the following :

German Acme Nos.	5, 7, 10
Canadian " "	5, 7, 10
Starr Hockey " "	5, 7, 10

"GENUINE ACME SKATES."



We also carry full line of fixtures. Write for prices and book your orders now.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

30 Front St. W.

164 Fenchurch Street, London, E. C.

TORONTO

BUY THE . . .

"M" BRAND 1896

HORSE SHOES * AND * HORSE NAILS

AND GET THE LATEST AND BEST.

MANUFACTURED BY **MONTREAL ROLLING MILLS CO.**

N. B.—Send for our Horse Shoers' Catalogue.



NIAGARA-BUFFALO POWER TRANSMISSION.

EVER since August 14, says Iron Age, a large number of men have been busy in constructing the power transmission line between Niagara Falls and Buffalo. This line is the property of the Niagara Falls Power Co., and is designed to transmit electric power from the central station in Niagara Falls to Buffalo, where the first instalment of power so transmitted is to be used for the operation of the cars of the Buffalo Street Railway Co. The contract calls for the delivery of 10,000 horse power within a short time, but Buffalo may have to await the completion of the extension of the wheel pit work, now well under way, before it is the recipient of this amount of Niagara energy.

There is every prospect that this transmission line is destined to work considerable benefit in an industrial way to the entire territory between Buffalo and Niagara Falls. In length the line is about 26 miles, and as three cables, or one three-phase system, are strung, the total length of cable used in its construction is about 78 miles. This cable is what is known in electrical circles as 350,000 c.m. cable. Its diameter is about $\frac{3}{4}$ inch, and over it the current will flow at a voltage of 10,000. Leaving the generators the current will be of the alternating class at 2,200 volts, and pass across the inlet canal to the big transformer house at Niagara Falls, where its voltage will be raised to 10,000, for at this high voltage there will be less loss in transmission. At the Buffalo end of the line, in the rear of the power house of the Buffalo Street Railway Co., there will be another transformer house in which the voltage will be reduced, so that the current may be applied to the operation of the street railways of Buffalo.

For about 18 miles of the distance the transmission line is built over private property purchased for this express purpose by the Niagara Falls Power Co. The strip of the right of way is 30 feet wide, and, as some of the farmers were reticent about parting with such a strip right through the

centre of their farms, the fence line has had to be followed in some places, resulting in some indirect places in the line. But on the whole, however, the route of the line is pretty straight. In its course it passes through the city of Niagara Falls, the town of Niagara, the town of Wheatfield, the villages of Tonawanda and North Tonawanda and the city of Buffalo. Five miles of the line is built along the bank of the Erie Canal under the franchise granted to the Cataract General Electric Co. by the state. For the last 4,200 feet the cable is laid in a vitrified tile conduit having 12 ducts, and where the cable is so laid it is insulated. Only three of the tile ducts are used for the cables first placed. The conduit ends in a terminal house near the foot of Brace street, Buffalo, and it is here the insulated cable is connected to the bare copper cable of the pole line. Complete transposition is effected every five miles.

The poles used in the construction of the line vary from 35 to 65 feet in height, and are set from 60 to 75 feet apart. They are all set to the east side of the centre of the 30-foot right of way. In turning corners and other angles, an additional number of poles are used, and these carry double cross arms. Single poles carry two large cross arms for power cable purposes, and a smaller cross arm on which a telephone wire will be strung. At a distance of about 18 inches above the power cables galvanized barbed fence wires are strung as lightning protectors. The insulator used is of the double petticoated pattern and made of porcelain. The electric equipment of the line will be furnished by the General Electric Co.

In no place in the world is power transmitted for such a long distance and in such big units as is proposed at Niagara Falls, and for this reason the line, its construction and equipment is being watched with much interest by electrical engineers all over the world. Its operation will mark a new era in the accomplishments in the electrical science during the present century. Prominent electricians have given it as their opin-

ion that the electrical energy of Niagara Falls can be transmitted so far as Albany in successful competition with steam in that city. Such being the case, it is but a comparatively short step to the eastern border of the state, and in time residents of New York city may feel a thrill of pride over the presence of Niagara's force in their households. It is certain that the franchise granted by the state to the Cataract General Electric Co. makes the right of way easily obtainable for the transmission line.

PUSH OR BEING PUSHED.

It is the persistent effort to advance which we commonly designate by the term push, remarks an exchange. A business man without push might as well shut up shop and save his money, for sooner or later he will be swamped by the irresistible onward rush of progress.

Quite different, however, from this faculty of push, exerted in a particular direction for individual advancement, is the being pushed by others. He who is awake to his own interests, who is possessed of push, needs no pushing from others, and, on the other hand, no amount of pushing will benefit the weak and the laggard. Constant spurring will only induce stubbornness and sulking, and we all know how the mule will act if urged against his will.

We have no patience with men who are like dumb, driven cattle, and who work solely because they must have their earnings in order to fill the stomach, whose chief prayer is

"Come day, go day,
God send pay day."

They are not men, but machines, and in the case of machines we expect a certain amount of work from the expenditure of a certain amount of fuel, and we take steps to get it. But a man, be he employer or employe, will do his best; what he may lack to-day he will make up to-morrow. He will have push, but will object to being pushed.

Push is absolutely a requisite in this world; pushing is unnecessary and may result in the very opposite of that which it was intended to accomplish.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star, Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR ...

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.



THE
IS
THE BEST
BECAUSE

It is **ALL OPEN** and accessible
Has no encasing of any kind
No place for accumulation of impurities
Dampness cannot affect it

It is **ALL METAL** (with exception of wooden rim on top)

Nothing about it to shrink or decay

It cannot leak. (No more damaged ceilings)

It is light, but **STRONG AND DURABLE**

It does not cool the water (as iron and porcelain baths do)

It is handsome in appearance (and is capable of beautiful decoration)

It is the "**CHEAPEST BATH ON THE MARKET**"



FULLY COVERED BY PATENT

INFRINGEMENTS PROSECUTED

**The Toronto Steel-Clad Bath
and Metal Co. Ltd.**

125 and 127 Queen St. East
114 and 116 Richmond St. East

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, NOV. 6, 1896.

HARDWARE.

THE week has developed little change in the general situation. Complaints are still general of hand-to-mouth buying, and it now seems a well-established fact that buyers have determined to follow up this course for some time. Wire, both plain and barbed, is almost motionless, while wire and cut nails exhibit but little activity. This is the season for horsenails and horseshoes and demand naturally is better, but it is generally admitted that the volume of business is not equal to last year. Tacks and screws present a quiet, steady sort of movement. Tire bolts, rivets, etc., are moving in a moderate way. Rope continues much the same and there is a fair call for coil chain. Cutlery furnishes a normal trade and the same can be said of guns, rifles and ammunition. There is a moderate enquiry for seasonable descriptions of tools, and skates promise well. Cement is fairly active, and but little can be said of leather belting or building paper. Barb wire for the province of Quebec has been reduced to \$3.

PLAIN WIRE—Business continues quiet, both in fence and hay-baling wires, the quantity moving out being small. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—Little or nothing doing in barbed wire. We quote: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Business has been quieter in wire nails this week. Discounts, 70, 10 and 5 f.o.b. in Quebec; 70 and 12½ in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12½ in Maritime Provinces and British Columbia, and 67½ and 5 in Manitoba and the Territories.

CUT NAILS—Orders are confined to small lots, despite the advance in the season. We quote: \$2.75 f.o.b. Montreal.

HORSE NAILS—There has been a good demand for horse nails, but many jobbers complain that the volume of their orders is not equal to last season. Discounts are 50 per cent.

HORSESHOES—The decline in these has induced a better enquiry, and the week's trade has been an active one. We quote: Iron shoes, \$3.50; steel shoes, XL 304, \$4.50; ditto 0 and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—There is a quiet, steady trade in tacks.

SCREWS—A fair general trade is noted in screws, with, however, a distinct absence of activity. Discounts: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—A moderate business is passing, with discount 12½ per cent.

TIRE BOLTS—The new basis on these has induced rather better orders. Discounts are 65 and 10 per cent.

IRON RIVETS, ETC.—Business is narrow in iron rivets and burrs. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—There is a fair demand for these, with the discount 50 per cent.

ROPE—A quiet trade is noted, with little change from last week. We quote: Sisal,

6¼ to 6¾c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CHAIN—There is a fair enquiry for coil chain at former prices.

CUTLERY—Moderate sorting orders for both table and pocket cutlery are noted.

SPORTING GOODS—The movement in this line is still well maintained.

SHOT—The same remarks apply to shot, which we quote 6 to 6½c., with 17½ per cent. off.

CHURNS—There is a moderate demand for churns, the jobbing discount being 70 per cent. off.

CLOTHES WRINGERS—Quiet and steady at \$26.50 in a jobbing way.

TOOLS—Snow shovels, both in wood and iron, are moving well; also picks, spades and other draining tools.

AXES—Good orders are noted for these. We quote: Ordinary, \$7; buck, \$5.75, and small steel, \$5.50.

BUILDING PAPER—There is a fair demand for building paper. We quote: Plain building, 30 to 32c.; tarred lining, 40 to 42c.; and do. roofing, \$1.40 to \$1.50.

SKATES—The movement in these promises well. Jobbers' stocks are becoming complete.



McClary "Belle"

A Cheap and Highly Finished Heating Stove for Coal.

Bright, polished Iron Body, with Brick Linings and heavy cast Dump Grate; Ash Pan; Legs bolted to Stove and cannot fall out; 7-in. Pot Hole for kettle; Swing Top, with Fancy Nicked Urn and Shaker.

Just the thing for a small room.

Height over all, 49 inches. Diameter of Polished Iron Body, 9 inches.

LIST PRICE, \$8.94

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL,
WINNIPEG, VANCOUVER.

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. **Clothes Lines and Semaphore Semaphores . . . Wires.**

(Send for 1896 Catalogue—P. O. Box 2274.)

A Suggestion

Don't keep your stock of horse nails in open boxes. You cannot retail them in small lots without losing money, or at least sacrificing your profit, on account of loss of weight in frequent weighing. We have our "C" brand put up in nice cardboard boxes of one pound, and also of five pounds each, both packed in boxes of 25 lbs. each. You can keep what you require for retailing in this form on your shelves, the same as tacks and screws or other shelf hardware. Order a small assortment of sizes from your dealer of our "C" brand. We supply them to the trade. Our name is on each box.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and Scotch brands

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass also in stock.

LEATHER BELTING—Quiet and unchanged, with discounts ranging from 40 per cent. on extra up to 45 and 10, and 55 per cent.

CEMENT—Demand for cement has continued fair, but no round lots have been moved. We quote: English, \$1.90, and Belgian \$1.80.

FIREBRICKS—Demand for these continues fair at \$16 to \$21 per 1,000, as to brand.

METALS

The movement in iron and heavy material follows the lines laid down in previous weeks, being of a moderate character. The most interesting features are furnished, as in the previous week, by Canada and tin plate, values on which are very firmly held both abroad and on spot. Domestic bar iron exhibits the same easy tendency, and round lots would certainly be shaded.

PIG IRON—No improvement is noted in the pig iron market, which continues dull as ever. A few lots of Hamilton at \$18, and Nova Scotia at \$16.50 to \$17.50, as to quantity, was the only business noted. Nothing is doing in Scotch pig, and values on it are consequently nominal. We quote: Hamilton, \$18 for No. 1, and \$17 for No. 2; Ferrona, \$16.50 to \$17.50; Siemens, \$16.50 to \$17.50; Summerlee, \$19.50; Carron, \$19.50; No. 1 Ayrshire, \$18.50; Eglinton, \$18, and Carnbro', \$18.

BAR IRON—The easy feeling in domestic bar continues and \$1.45 has been shaded since our last for car lots f. o. b. Montreal. The jobbing quotation, therefore, is \$1.45.

HOOPS AND BANDS—Business continues much the same in these and we quote \$1.75 for domestic, and \$2.20 to \$2.25 for British.

SHEET STEEL—With small stocks prices on this line are steady at \$2.60 to \$2.75. Demand this week has been rather better.

SHEET IRON—Business is fair for small jobbing lots of black sheets. We quote \$2.50 in a jobbing way, but this would be shaded 10 to 15c. for a round lot.

TINNED IRON—Without change, at \$5.75 up to 24 gauge.

GALVANIZED IRON—Values on galvanized iron have a firm tendency, and it is doubtful if a jobbing lot could be had this week at last week's inside figure. Stocks here are not large. We quote \$4.40 to \$4.50 for this week's basis.

LEAD PIPE—There is a steady jobbing demand for lead pipe. We quote 7 to 7½c., with 30 and 5 off.

PIG LEAD—Prices are not quotably changed in the case of small lots, but trade has been quiet on the basis of \$3.25.

PIG TIN—Cables on tin have been lower, but the spot price is unaltered, 14½ to 15c.

W. G. HARRIS

Wholesale Buyer

. . . of . .

SCRAP

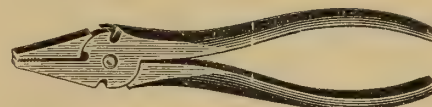
BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

HENRY BOKER'S



WARRANTED

Fencing Pliers

Unsurpassed in Quality and Pattern.

Rice Lewis & Son
TORONTO

Varnish For Front Doors

Requires to be tough to stand the wind and rain and hail. It requires to be durable to stand the hot sun. It must withstand these conditions, at the same time keep bright—if it's good.

That's just what

Perfecto

Varnish does. It's made for hard wear—it's made to shine.

The Cottingham Varnish Co.
LIMITED

Montreal.

INGOT COPPER—This line also is weaker outside, but the fact has not influenced the spot price, which we quote at 12c.

SHEET COPPER—Quiet, with the quotation nominal at 16c.

IRON PIPE—There have been some fair orders booked for iron pipe. Discounts are: $\frac{3}{8}$ to $\frac{1}{2}$ inch, 65 per cent.; $\frac{3}{4}$ to 1 inch, 70 and 5; $1\frac{1}{2}$ to 2 inch, 70 and 10; and $2\frac{1}{2}$ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—The good demand already noted for Canada plates continues and recent arrivals have not been nearly sufficient to replenish the general run of jobbers' stocks. It is doubtful, therefore, if buyers could get as favorable a quotation this week as last. Round lots have sold as high as \$2.30, and we quote \$2.45 to \$2.50 in a jobbing way.

TIN PLATES—The strength in this line has been even more marked, and customers this week are asked an advance of 10c., owing to a sharp jump across the water. We quote: Cokes, \$2.90 to \$3 and charcoals, \$3.40 to \$3.80 as to grade. Round lots of the former have sold as high as \$3.75.

TERNE PLATES—The strength in these noted last week is firmly maintained, and sellers now stipulate \$5.85 to \$6.25, according to grade, and a small lot would hardly be available at the inside price.

SOLDER—Without change at $11\frac{1}{2}$ to 13c.

SHEET ZINC—There has been some shading in this, but for ordinary lots 5 to $5\frac{1}{4}$ c. is still the price.

SPELTER—It is said that some ton lots have been offered down low, but the fact was no criterion for jobbing prices, which we repeat at \$4.50 to \$4.75.

ANTIMONY—Continues unchanged at 10c.

GLASS.

The glass market has furnished a fair business and prices continue steady as last noted. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

The better feeling alluded to last week has materialized in an improvement in this week's orders. Linseed oil has advanced another cent in sympathy with the English markets.

WHITE LEAD—Continues in steady request. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Demand continues fair at steady prices. We quote: Pure, 4c. in casks, and $4\frac{1}{4}$ c. in kegs; No. 1, $3\frac{3}{4}$ c. in casks, and 4c. in kegs.

LIQUID PAINTS—Enquiry is better for these, and prices are firmly held.

LINSEED OIL—Has advanced 1c., being 47c. for raw and 50c. for boiled, net 30 days; 5 and 9 barrels 1c. less per gal.

TURPENTINE—Is steadier this week with an upward tendency. We quote: 44c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—The inside price for this oil now is 50c.

CASTOR OIL—Very little here, and it would now cost 9c. net to import.

NAVAL STORES—Quiet and steady. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Demand has been improved for heavy chemicals, and prices are all firmly held. We quote: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

Enquiry for petroleum is on the increase. We quote: Canadian, $16\frac{1}{2}$ c. and American 20c., in single barrels; car lots, of course, being had for less money.

HIDES.

Are quiet at last week's prices. Dealers pay 7, 6 and 5c., according to grade, and sell at an advance of $\frac{1}{2}$ c. on those figures.

ASHES.

Receipts have been rather light and business quiet. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

MONTREAL NOTES.

Importers have been asked an advance of 10 to 20c. for future importations of tin plates.

The same strength is noted in Canada plates, which have sold at an advance of 20c in round lots to jobbers who were practically out of stock.

Cables on copper and tin have been lower lately, but the fact does not seem to have affected spot values.

Arrivals of cement this week were 1,000 barrels, English, and 43,000 Scotch fire-bricks were also landed on the wharf.

Western buyers have taken over 3,000 barrels of English and Belgian cement off this market in the past fortnight.

Car lots of domestic bar iron have again been shaded this week, the additional decline being equivalent to a drop of 5c. per keg.

Importers of castor oil this week were asked a figure equivalent to 9c. laid down in Montreal.

An advance in the English market has caused a jump of 1c. in the price of linseed oil here.

There is a big run just now on the "Champion" cinder sifter. Meakins & Co. say they will not have any to send out for a few days, as orders came in so rapidly that their stock was cleared out much sooner than they anticipated.

ONTARIO MARKETS.

TORONTO, Nov. 6, 1896.

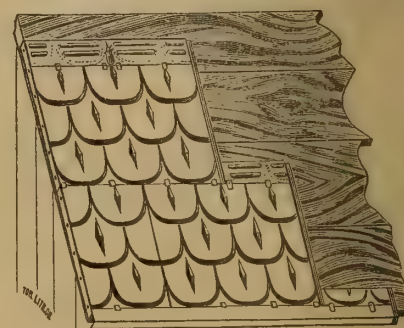
HARDWARE.

THE volume of business is much about the same as it was a week ago, but the tone of the market is much healthier, consequent upon the victory of the sound money party in the United States. The feeling in regard to prices is much firmer, as during the past few days telegrams have been received by Toronto jobbers from manufactures in the United States giving notice of the withdrawal of prices in several lines. A further slight improvement is to be noted in the demand for wire nails. The same may be said with regard to horse nails. The demand continues good for coal hods, stove boards, grain and furnace scoops, snow shovels and other seasonable lines. Building paper is cheaper, and there is an improved demand for it.

ORDINARY FENCE WIRE—There is very little doing and orders are about equally divided between oiled and annealed and hay-baling. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—There is the usual amount being called for, and the demand is principally for tinnings' purposes, which of course means that the volume of business is not large. We quote: Tinnings', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—Trade continues flat. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—Trade has improved nicely. Discounts are 70 and 12½ Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—Business is still very limited, although it is a little better than it was. Base price \$2.75 per keg. Freight prepaid on 10 keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is a little better than it was. Discount 50 per cent.

HORSESHOES—A nice lot of orders have been received during the past week, some having been for fair quantities. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Trade is fair, but without special feature. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is moderate. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is still quiet. Discount, 60 per cent.

RIVETS AND BURRS—A nice, active trade is being experienced in this line. We quote: Stove bolts, 60 and 10; black and tinned tinnings' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.

BRASS BUTTS—Trade is much as before. Discount, 17½ per cent.

ROPE—Not much doing. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¼c.; Manilla, 7-16 in. and larger,

YOU

May not be aware that we use only pure linseed oil and turpentine in our paint, and that is one reason why our steel shingles and siding plates are so durable.

We never use benzine nor fish oil. There are "lower-priced" goods than ours, but none "cheaper."

"Coalite," the new preservative for metal, is made only by

Metallic Roofing Co., Ltd., - Toronto

8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—Business in this line is not receiving much attention.

SPORTING GOODS—The conditions are much as they have been during the past few weeks, a fairly good trade still being experienced.

CHURNS—The improvement noted last week has been maintained both for wood and steel churns. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—There has been a slight change for the better, but trade is still slow. We quote \$26.50 for small quantities.

TOOLS—Fresh consignments having arrived, jobbers are now in a better position to supply the demand for scoops, both grain and turnace. Steel snow shovels are also going out freely, at from \$2.60 to \$2.75 per dozen. There is also a fair demand for spades and shovels.

AXES—The demand appears to be still fair, at from \$5.25 to \$9.

BUILDING PAPER—A good demand has developed and a number of enquiries for carload lots is reported. Prices are a little lower on plain and tarred lining. We quote: Plain building, 30c. per roll; tarred lining, 40c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—Business continues good in such lines as rope halters, coal hods, stove boards, cinder sifters, elbows and stovepipes.

CEMENT—Business is quiet at \$2.45 for Portland.

SKATES—Orders are coming in freely, and some are being shipped. Orders are principally for shipment latter part of this month.

GRANITE AND TINWARE—There is a great deal of sorting up being done in the former,

but in the latter there is scarcely anything doing.

LEATHER BELTING—Quiet. We quote: Standard, 45 and 10 per cent; extra, 40 per cent.; agricultural, 55 per cent.

METALS.

There is not much doing, but there is a stiffer feeling in regard to prices, quotations having been withdrawn on some lines by American manufacturers, and particularly on iron pipe.

PIG IRON—Business is still at a standstill locally, but there is a firmer feeling in regard to prices. In the absence of transactions or even offers we cannot quote figures.

BAR IRON—Orders are coming in more freely, but large quantities are rarely wanted. Base price \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

SHEET STEEL—Trade during the past week has been moderate, with prices firm. We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—Trade is not as good as it was and can only be called moderate. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—Owing to the advance in freight, galvanized iron for import costs about ¼c. per lb. more than from stock. We quote, in case lots from stock, Gordon Crown and Queen's Head: 16 gauge, \$4.05 to \$4.15; 18 to 24, \$3.80 to \$3.90; 26, \$4.05 to \$4.15; 28, \$4.30 to \$4.40. For broken lots 25c. per 100 lbs. extra is charged.

TINNED IRON—Dull. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge,

\$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE AND TRAPS—There is a fair demand for pipe. We quote as follows: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Not much doing. Discount, 60 and 5 per cent.

PIG LEAD—Prices are stiff and trade good. We quote 3¼c. for ton lots and 3½c. for small lots.

INGOT TIN—Business is steady at from 15 to 16c. according to quantity.

INGOT COPPER—While there is not much doing prices are higher, the idea as to jobbing price being 12 to 12¼c.

SHEATHING COPPER—There has been a good demand during the week for braziers' and roofing copper. Ordinary is not moving so well. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—The feature of trade in this line is the withdrawal of prices by the manufacturers in the United States. The demand is on the whole good. Jobbers' discounts are still as follows: ¼-inch, 65 per cent.; ¾ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business continues fair. We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—The demand is still brisk, both for standard and light sheets. Some of the jobbers have within the last few days advanced their prices 20c. per box. From stock the following appears to be still the ruling idea: \$2.35 for half polished and \$2.50 to \$3.25 for all bright, according to quality.

TIN PLATES—Trade, while not as heavy as it was, is still fair. We quote as follows: Charcoal, M. L. S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—Is moving a little more freely and further improvement is looked for within the next few weeks. Quotations on coil

NICHOLSON FILES

EXCEL

in Temper,
in Keenness of Teeth,
in Durability.

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.

NICHOLSON FILE CO.

BOX 4, PROVIDENCE, R. I., U.S.A.

Daily Production
5,000 dozen.

Send for
Catalogue
with

450 Illustrations
FREE.

Mention this Paper.

chain are: ¼ in., 4¾c.; ⅜ in., \$3.70; ½ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Is still in good demand. We quote: 5c. for cask lots and 5¼c. for small lots.

ZINC SPELTER—Quiet. We quote: Foreign, 4½ to 4¾c.; domestic, 3¾ to 4c.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL

The improvement noted last week has been maintained. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 27½ to 32½c.; No 1 wrought scrap, 40 to 45c. per cwt; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7 7¼c per lb (bottoms), heavy scrap copper, 7½ to 8c.; new light, 7 to 7½c; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6 to 6½c. scrap lead, 2c.; zinc, 1½ to 1¾c; scrap rubber, ¾ to 3½c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

GLASS.

Nothing particularly new has developed. Business is fairly good and prices unchanged. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

The "comfortable feeling" which has come over the business community generally, now that the elections are over in the United States, has reached the members of the paint and oil community, and there is a feeling of satisfaction manifested on all sides. Firm and strong markets are expected. It is to be hoped that cutting and demoralization will now cease. With favorable weather since our last report, there has been a fair output of colors and varnishes and a good turnover in staples, such as white lead, ochres, lamp black, etc. Red lead has been in request and quotations are

firm. For genuine red lead in casks \$4 and in kegs \$4.25 is now a close quotation. Other goods not much changed. Liquid paints quiet. Linseed oil is 1c. dearer, and this commodity, as well as turpentine, is quiet.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gal. lon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c.; boiled, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 8c. per lb. and 8½c. in small lots.

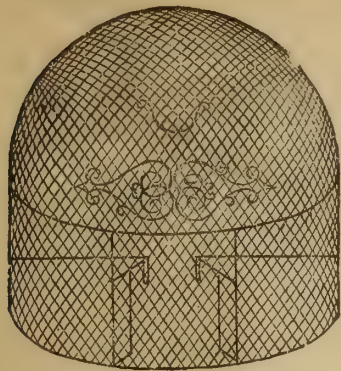
LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-b. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 ½-lb. tins, 8 in case, \$2.35.

SEEDS.

Alsike is still the chief article that is offering, although during the past week there has been a falling off in this respect. Medium and low grades are dull, but finer qualities are still in good demand. Prices range from \$3 to \$3.75 per bushel for common to choice, with a slightly higher figure than the



SPARK GUARDS...

Brass and Blued, Open or Close Top, standard sizes in stock, special sizes made to order. Barrel Cinder Sifters, full line in stock.

Write for Catalogue and Price List.

Manufactured by _____

The B. Greening Wire Co. Ltd., HAMILTON, ONT.

outside price being paid for fancy qualities. Samples of red clover offering vary a great deal, those from some localities showing poor quality, while fine lively ones come from others. Jobbers are paying from \$4 to \$5.50 per bushel at point of shipment. For the little timothy that is being offered \$1.20 to \$1.50 per bushel is being paid.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at $7\frac{1}{4}$ to $7\frac{1}{2}$ c. Dealers pay $6\frac{1}{2}$ c. for No. 1, $5\frac{1}{2}$ c. for No. 2, and $4\frac{1}{2}$ c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins, 60 to 65c.

WOOL—The market is firm. Dealers are paying 20 to 21c. for fleece. Pulled supers are 20 to 21c., and extras, at 22 to 22½c.

PETROLEUM.

Trade continues good and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $15\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, $19\frac{1}{2}$ c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

The varnish department of the Canada Paint Co. is receiving a good deal of push

just now. Attention is drawn to their advertisement "Amberite" varnish. The name is new, but the stock is old and well matured and it is said to be high-class in every respect. Mr. Evans, the Toronto agent of the company has some beautifully finished panels done with "Amberite" varnishes on view at their city office, No. 90 Bay street, Toronto.

Copper is dearer.

Linseed oil is 1c. per gallon dearer.

Another slight reduction has taken place in building paper.

The furnace and stove makers are wishing for the advent of a cold spell.

Iron pipe manufacturers in the United States have notified dealers in Toronto that quotations have been withdrawn.

The Mechanics' Supply Co., Que., who make a specialty in water-works supplies, have recently furnished all the necessary pipe and fittings for Ste. Marie de la Beauce and also for Trois Pistoles.

Have regard to the children, and there need not be much concern about the parents.

UNITED STATES MARKETS.

NEW YORK, Nov. 6, 1896.

PIG TIN—Cable advices showed only slight movement in prices in London, but reflected quite heavy dealings there in both spot and forward delivery. In the local market speculative trading developed in very mild form, but purchases for consumption were on a fairly liberal scale, and generally in line with those that prevailed at the beginning of the week. Prompt delivery brought 13.15c. in store, and 13.20 to 13.25c. f.o.b. for lots of 5 tons upward, and near futures were sold at only slight discount. About 255 tons have arrived since the 1st inst., but the greater portion of this was previously provided for, and spot stock is still under control.

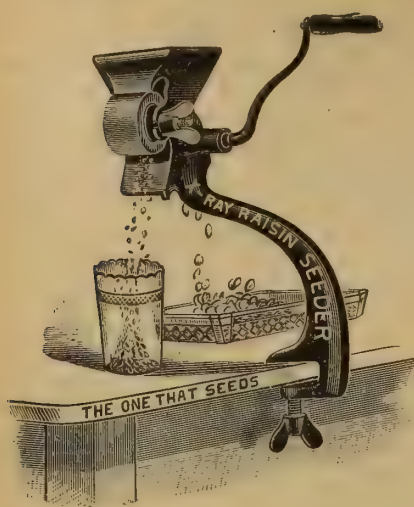
COPPER—The strong features of the market that have existed for some time past came into rather bolder relief under the influence of public bidding by the most pronounced "bull" on the situation, and continued heavy deliveries for both export and home trade account that take up a

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.



Established 1860. Incorporated 1895.

X RAY

RAISIN SEEDERS

THE BEST AND CHEAPEST RAISIN SEEDER MADE

Stove Boards, Coal Hods, Fire Shovels, Stove Pipes, Elbows,
Etc.

THE THOS. DAVIDSON MFG. CO., Ltd.,

— Montreal

large portion of the current output of the mines. On Lake Superior ingot the popular quotation was 11c., but while open offers were made at a lower price, some sellers accepted orders at 10 $\frac{3}{4}$ c. from regular customers. Electrolytic sorts were quoted at 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c., with the inside rate doubtless exceptionally low, and casting stock remained at 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c. according to brand. London prices for merchant bars have moved up about 15s. since the beginning of the week, and refined copper is also a shade stronger in the foreign market.

PIG LEAD—The condition of the market was without visible change, business having been moderate and the demand for lead only fair, while prices were held quite steady at 2.85 to 2.90c. for common domestic. London cables quoted £11 6s. 3d. for soft Spanish.

SPELTER—Orders were somewhat more

numerous, but chiefly for moderate quantities of the metal, and prices remained quite firm at the basis of 3.75 to 3.85c. for prime western. London cable quoted £17 3s. 9d. for good merchant brands.

ANTIMONY—Dealings are fair, but mostly in small lots, and prices remain steady. Regulus quoted at 7 $\frac{1}{4}$ to 7 $\frac{3}{4}$ c. for Cookson's, 6 $\frac{3}{8}$ to 6 $\frac{1}{2}$ c. for Hallett's and 6 $\frac{3}{8}$ c. for Japanese.

TIN PLATE—There was quite general display of more confidence, due probably to the result of the election, but no radical improvement in prices occurred. Buyers in this quarter fail to take hold very freely, however, and it may be noted as of interest in this connection that not a few contracted quite heavily for forward delivery some time ago.

IRON AND STEEL—Among the trade generally satisfaction with the result of the elec-

tion was expressed, but merely ordinary business was reported, and evidence has yet to be given of desire or inclination to buy more freely than of late. That sellers in most departments are more or less firmer, although not quoting higher prices, was, however, quite clear.

WINNIPEG CITY TRAVELERS.

The commercial men of Winnipeg who represent the wholesale houses for city business have decided upon permanent organization. A largely attended and enthusiastic meeting of the city travelers was held in the Civic Committee room at the City Hall on the evening of the 30th ult., with Mr. D. M. Horne in the chair, when the above decision was arrived at, the organization to be known as the Winnipeg City Travelers' Association.

We solicit a trial order for

THE GRANITE

New Steel Oven Range

Every one sent out has resulted in many repeat orders. Sure to be sold as soon as set up. Guaranteed to work perfectly in every respect. Did you receive price list and full information?

Clare Bros. & Co., Preston, Ont.

BRANCHES: MONTREAL AND WINNIPEG.

Makers of Fine Stoves, Ranges, Furnaces, etc.



A REMARKABLE ADVANCE.

It will cost all Canadian importers of heavy material a good deal more money to lay down goods this winter than last. This is due to the material changes in the new railway classification, which entails a radical advance in through freight rates from foreign points.

In many cases, commission men complain that the new rates are practically prohibitory, but the railway people deny this. The latter allege that the advances appear more striking because in previous seasons goods were laid down in Canada from foreign points for almost nothing.

The new scale is the result of the deliberations of the Joint Traffic Association, and is equally binding on the American as it is on our two Canadian roads. For this reason the railway people deny that there is any discrimination against either Portland or St. John, N.B.

The rate from Liverpool to Toronto, for instance, in so far as the railway portion is concerned, is precisely the same via New York or Boston as it is via the two former ports. If, as is alleged by some commission men in Montreal, goods can be put down cheaper in the west via the two more southern ports, it is because the steamship companies running to them are

satisfied to carry goods for less money than the steamship companies which make St. John and Portland their destination. The manager of a leading steamship company corroborated this statement and agreed that if there was any difference via the two southern ports it must be due to the action of the steamship companies.

At any rate, whatever the cause is, the extra charges are going to make a material difference in the cost price of all lines of heavy material imported between now and next spring. A few instances will make this perfectly clear.

Heavy chemicals are a good example. The through rate on certain staple lines of these from Liverpool to Toronto in 1895 was 16s. 6d. net for any quantity not under 5 tons. This year the rate is 27s. 6d. nett, and it is not obtainable on anything under 10 tons. For anything less than that quantity 37s. 6d. is the rate asked. This is an advance of from 11s. to 21s., and it does seem to be more than the situation warrants. Last year also, Montreal importers, owing to the difference in the haul, had the benefit of 4 to 5s. This year the rate on goods laid down in Montreal is identical with those for goods laid down in the west.

In iron the advances are almost as great. The rate on galvanized plates from Bristol

to Toronto last year was 25s. This year it is 30s., and whereas less than a carload lot got the benefit of the rate last year, this year for anything less than a carload a substantial advance is demanded. In the case of galvanized plates laid down in Montreal the change is even more marked. Last year the freight on less than a carload from Bristol to Montreal was 16s. 9d. This year it is 30s. Other illustrations could be cited, but these are quite sufficient to afford an idea of the greater cost of importing this year, as compared with last.

SAMPLES OF GLASS BY MAIL.

The International Postal Union at Berne, Switzerland, has officially announced that "samples" of articles composed of glass or other fragile substances, are admissible to the mails exchanged between the German protectorates and the other countries of the universal postal union, provided the samples are packed so as to preclude the possibility of injury to postal employes or the correspondence, in case the articles should break. "Samples" of articles composed of glass or other fragile substances in unsealed packages are therefore admissible to the mails for or from the German protectorates, provided they do not exceed the limits of weight or size prescribed for "samples of merchandise."

THOSE WHO HANDLE STOVES

always report perfect satisfaction and quick sales with the

"OXFORD" TRIPLE HEATER

And the... **FOR WOOD**
"OXFORD" **AIR-TIGHT**
FOR COAL.

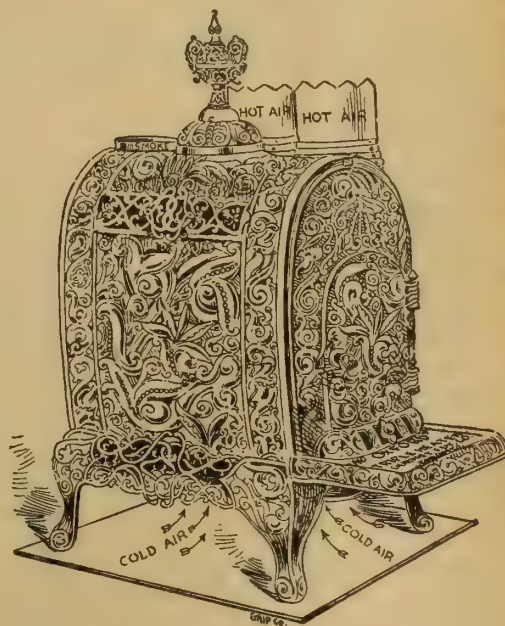
The **Triple Heater** has wonderful power, doing the work of a small furnace. It has tubular spaces over the fire, through which the cold air passes, becomes heated, and is then distributed directly by means of pipes wherever desired.

It is the only Triple Heater Made

The **Oxford Air-Tight** unites with a handsome appearance great power and simplicity in operation. It represents the latest and best stove ideas, and is made in varying sizes, with or without the oven.

SEE OUR CATALOGUE FOR FULL DETAILS

The Gurney Foundry Co., Ltd., - Toronto
THE GURNEY-MASSEY CO. LTD., MONTREAL



THE CANADA PLUMBER AND STEAM-FITTER

THE quietude which last week was noted to be settling down upon the plumbing and steam-fitting trades of Toronto has during the past week become more pronounced rather than otherwise. In the steam-fitting trade business is quieter than is usual at this time of the year. The mild spell may be the cause. If so, we may look for an improvement with the advent of a cold snap.

The John Ritchie Plumbing and Heating Co., of Toronto, have secured the contract for the heating and plumbing required for the new residence of Mrs. Geo. Copeland, Penetanguishene. The residence is an handsome one and will be an adornment to the town. It is of pressed brick and stone, and Kennedy, McVittie & Co., of Barrie, are the architects.

The Keith & Fizzimons Co., Ltd. have nearly completed their plumbing contract for the new hotel in course of erection at Port Dalhousie. They have finished the plumbing for the new public lavatory on Adelaide St., near the post office, Toronto. This firm also had the contract for the new combination gas and electric fixtures for the National Club, Bay St.

SANITARY PLUMBING LOGIC.

The following is an extract from the platform of the Southern League of Master Plumbers:

We declare that a law which protects the plumber protects the people; that it guarantees better health and greater economy. In support of which we offer the following:

Sanitary plumbing is little understood by the masses. Plumbing is the art, sanitation is the science.

Plumbing stands in closer relationship to the health of the community than any other business, trade or profession. The plumber's business is to prevent disease by sealing houses against deadly sewer gases. The physician's business is to treat diseases, the result too frequently of some alleged plumber's work.

If the people would require a certificate of competency from the plumber, they could very often dispense with the services of a physician. The character of the physician should not be more carefully scrutinized than that of the plumber. Both should be required to furnish satisfactory evidence of their knowledge and skill. The art and science of plumbing and their co-ordinate studies, are not more readily learned than the profession of medicine, and the man who masters the one is entitled to as much credit and faith as he who masters the other.

There are trade schools in this country where the science of plumbing and all accessory studies are taught, where diplomas are issued for proficiency, just as in law,

medicine or drugs, but what use is a diploma to a master plumber, where the plumber is a natural object of suspicion and distrust, where there is no regulation or inspection, and where cheap work and cheap goods are allowed to compete with the best work and materials? It is worthless. Of what use would be the discoveries in medicine without the agency of physicians to apply them? In like manner, we ask, what is the use of sanitary science without the aid of a competent plumber to apply it?

Sanitary plumbing assures better health and lower death rate; it is estimated that 500,000 people die annually from diseases that medical science now declares to be preventable by sanitation.

If his business is defined and properly protected by wise state and municipal law, the sanitary plumber is a public benefactor. As it is now, anyone can become a plumber. The business of the honest and competent plumber is threatened with financial ruin, because his craft is crowded with incompetent and dishonest pretenders, with whose mistakes he is charged.

The master plumber employing skilled labor is struggling to maintain a standard of excellence against the competition of unskilled labor. This reckless competition floods the market with cheap and defective material. Unscientific and insanitary plumbing is the result. The harvest is typhoid fever, diphtheria, pneumonia, scarlet fever, consumption and kindred diseases, and plumbing repairs.

What the honest plumber wants and the people should have, is state and municipal law defining and protecting the business of the master plumber. He wants the term "master plumber" to mean under law, one who employs skilled labor, and maintains for that purpose an establishment carrying a stock of plumbing material, and legitimately conducting the business of scientific sanitation. It should be a criminal offence for a man to masquerade as a plumber. With this sort of protection and encouragement the good plumber will get better and the pretender will go.

WATER FLUSH AND DIAMETERS OF DRAINS.

The Northern Architectural Association, in conjunction with officials of the Newcastle and Gateshead Water Co. recently made a number of experiments for the purpose of ascertaining the quantity of water required to properly flush a water closet and connecting drains. Also the diameter of drain necessary to insure proper cleansing. These experiments are said to have demonstrated the fact that with proper closets and fittings two gallons of water are sufficient for flushing purposes in dwellings, and that a four-inch drain was more perfectly cleansed than a six-inch one, notwithstanding that the former contained a more acute bend and was laid at a less steep gradient than the latter. In the principal cities of Canada, the use of cast iron pipe for house drains has very pro-

perly been made compulsory, and in corroboration of the results of the above mentioned experiments, experience has shown that the most satisfactory results are secured by the use of four-inch soil pipe in preference to pipe of larger diameter.

EXPANSION OF BOILERS BY HEAT.

A. C. Kirk, in a recent discussion on "Hard Firing in Boilers" gives it as his opinion that the expansion of the material of boilers, and the strains that frequently cause them to leak are largely due to irregular heating, and this irregular heating must be greatest in the largest boilers whose various surfaces are exposed to very different temperatures. Thus, the temperatures of the flues of a Lancashire boiler being much higher than that of the shell, its movement must necessarily be greater. This would be an argument in favor of boilers of compact form like those used in ships. It has often been observed that new boilers, that is to say, boilers having clean inner and outer surfaces, give much better results in steaming than those that have been in use for months, and this is used as a reason for decrying the tests of new boilers as a standard of duty. Nevertheless the duty of a new boiler could be kept up till it was worn out if it was fed with pure water and fired with gas or other smokeless fuel. So the results of test should rather be taken as standards of efficiency to be worked up to. This is all the more feasible since various methods of forced combustion render it possible to burn slack, steam coal, gas coal, patent fuel and anthracite in the same furnace and equally without smoke.

The problem of raising steam in a boiler begins with the burning of the fuel, which must be consumed at the required rate and burnt completely so as to keep the heating surfaces as clean as possible. The heat has to be communicated to the water with the smallest loss on the way, and the steam has to be used in the least possible time after production, in order to work with economy.

NOTES.

The building permits granted in Toronto for the month of October totalled \$138,120, of which \$100,000 was for the addition to

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

the Foresters' new building. Last October the permits totalled \$45,250.

Building operations in Guelph this year cost \$121,000.

Eugene Jubin has commenced business as a plumber in Montreal.

The town of Simcoe is to have a new Methodist church this fall.

Peart & Giles, plumbers, Welland, have dissolved. John Peart continues.

A meeting of the creditors of Drapeau, Savignac & Co., plumbers, Montreal, has been called for the 9th inst.

A novel setting for a heating plant is described as follows in an account of the heating system installed by James F. McElroy in the Commercial National Bank Building, at Albany, N.Y.: These boilers are placed in an iron tank, 32 feet long, 14 feet 8 inches wide and 5 feet 8 inches high. This is to prevent the possibility of being damaged or disturbed by the dreaded spring freshet which invades cellars and basements of a considerable portion of the city near the river. The boilers themselves are 54 inches in diameter by 14 feet 5 inches long.

PERSONAL MENTION.

Mr. H. W. Dorken, of Dorken Bros., Montreal, is in Toronto this week interviewing the hardware trade.

John F. Stairs, Halifax, president of the Nova Scotia Steel and Iron Co., and Harvey Graham, manager, were in Montreal this week. They left for New York on Thursday night and expect to visit Toronto and Montreal on their return next week.

The many friends of Mr. Abe Lyons, for 13 years buyer and manager for M. & L. Samuel, Benjamin & Co., lamp goods department, will be pleased to learn of his appointment as assistant manager to his brother Elias, with the mammoth department store of Siegel, Cooper & Co., New York. During his connection with Samuel, Benjamin & Co. he has made himself popular among the trade generally. **HARDWARE AND METAL** joins in wishing him success in his new departure.

Mr. A. T. Chambers, formerly in the employ of S. Mallett & Co., Seaforth, has accepted a position with the Thomas Davidson Co., Montreal, and in future will cover all that territory lying north of the main line of the G.T.R. and west of the C.P.R. to Owen Sound. This will relieve Mr. Taylor Webb of this territory which he has found too heavy to handle in the past. Mr. Webb will still continue to cover the main line of the Grand Trunk south and from Niagara Falls to Windsor in connection with the Owen Sound and Collingwood division. Mr. Chambers has **HARDWARE AND METAL**'s best wishes for his success in his new sphere.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).

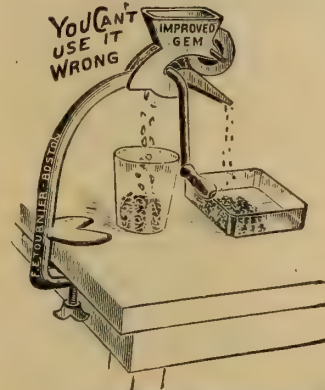
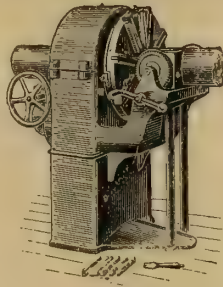
Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St.

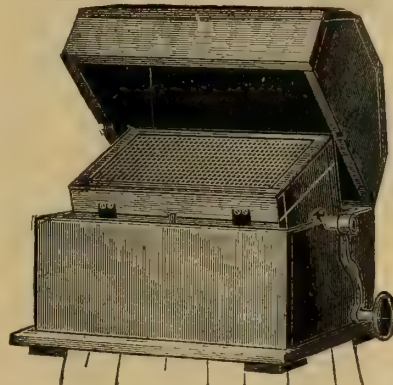
Bridgeport, Conn.



Gem Raisin Seeder

A simple and cheap machine that never fails to give satisfaction. It can be clamped on the table when in use, and stones raisins perfectly without chopping or tearing them in pieces. Can easily be taken apart for cleaning. Don't miss this seasonable article. It sells on sight

LAMPLOUGH & McNAUGHTON, MONTREAL



Now Is The Time...

to sell CINDER SIFTERS and

THE CHAMPION SIFTER

IS THE BEST IN THE MARKET.

No dust—Easily worked—Produces clean cinders. A good seller for this season.

Try a Sample Lot

Manufactured by

MEAKINS & CO. 313 St. Paul St. MONTREAL



A copy of our new Illustrated Supplementary Catalogue is to be had for the asking.

The
TORONTO SILVER PLATE CO.

FACTORIES AND SALESROOMS:

570 KING ST. WEST

TORONTO, - - CANADA.

E. G. GOODERHAM,

Manager and Sec.-Treas.

A QUESTION OF INSURANCE.

A COMMITTEE of citizens has been calling upon business men in Montreal during the past few days to raise a fund to assist the widows and families of the three brave firemen who met their death while fighting this destroying element in Montreal. The committee is doing a grand and noble work and every effort is due them for their self-sacrificing efforts. At the same time we must differ from them on a question of principle. This, we think, is a work that should be done by the insurance companies. It was practically for them that these men lost their lives, and the insurance companies, in this instance, should raise a sufficient fund to make up for the loss of revenue to the widows and families. Business men have far too many calls of this kind on their good nature. Far more than the ordinary citizens imagine. Many of them pay enormous premiums annually to insurance companies. Besides, they spend money in putting their places in such shape that the dangers from fire are lessened, and they employ, very often, watchmen to still further reduce the danger. Why should they be called upon to contribute one, two or five hundred dollars to make up for the carelessness of officials or other business men?

We have more than once pointed out that insurance rates were far too high and could easily be materially reduced. It is not that the insurance companies themselves make large profits, for they do not, but the cost of getting business is much too great. In fact,

there is often a great deal of gentlemanly blackmailing about it. There are many men who have failed in many lines of business, but with a family or other connection they manage to get the privilege of placing the insurance of a few of their friends. They go to the insurance companies and tell them that if they pay a certain commission they will receive the insurance they control. Competition is keen, and insurance men are often forced to pay large sums in this way that should go to the insured in the way of lower rates. In brief, there are too many middle men between the insured and the insurance companies in the large centres. These men receive an average of 20 per cent. of the premiums paid. In country towns and villages middle men are necessary.

INJURIES TO EYES OF FOUNDRY WORKERS.

According to recent statistics compiled in Germany, in reference to injuries of the eye among miners and iron and foundry workers, it is shown that the percentage of liability is heaviest among the latter. It is also shown that of 3,728 iron and foundry workers treated for injuries to the eye, 2,805 were for the left eye, and only 1,638 for the right. For a series of years a similar proportion held good, the evidence being as conclusive as figures can make it, that the left eye is the danger point with the class of workmen referred to. In absolute loss of the eye the same conclusion is affirmed, the left eye being lost in seventeen cases and the right eye but in seven.

"Whether the same conclusion would be reached in other like investigations elsewhere may be a matter of doubt," says Age of Steel, "but it does show that iron workers are specially liable to eye-injuries, as in every distinct form of labor, the workers have their special dangers. No calling seems to be exempt from this universal toll on labor. More prices than are represented by cash are paid for our daily bread."

IMPROVEMENTS IN WOOD FIBRE.

Improvements have been made in wood fibre by Otto H. Schwartz, an architect of Munich, Germany, which he claims give to such fibre a special adaptation and value as a building material and well worth the attention of all who are interested in building and architecture. The substance is made of wood fibre impregnated antiseptically in combination with a mortar stucco, manufactured by a new and peculiar process, in combination with a mortar of Roman cements, and has proved, says Le Echo Forestier, of great strength and durability. The necessity of constructing partition walls in upper stories when they do not exist on the lower floors has led to various inventive resorts for supporting such walls either by means of cast-iron pillars or with iron beams. Very light materials for partitions are also used, such as walls of iron, wire, laths of cane, etc., but to all these, it is claimed to have been proved by abundant experiments, the planks, the slabs, and even the wainscoting of the Schwartz wood fabric, are superior. Furthermore, they are described as being incombustible, able to be worked in the same manner and with the same tools as ordinary wood, and are bad conductors of heat, cold and sound.

**AMBERITE
VARNISHES**

Amberite Varnishes

**AMBERITE
VARNISHES**

Why has Canada been so long content to take second place in Varnish manufacture?

Why should English and other Varnishes be found in our markets?

If we have practically shut out the Fine Colors and Paints of other countries by making equal or better goods, can we not hope for the same results in Varnishes also?

Is it not the fact that the same process is steadily going on?

Have not our Railway Companies, testing Canadian on one side of a car against imported on the other, decided upon Canadian every time?

Have not the sellers of imported greatly reduced their prices to carriage manufacturers in order to try and hold on to the trade if at all possible?

Is not the increased importation of High Grade Gums into Canada since The Canada Paint Co. Ltd., entered the field the most convincing evidence that what they have done in Colors and Paints they are also doing in Varnishes?

Are there any consumers of Varnishes who have not yet tried our goods?

Then try the "**AMBERITE**" **VARNISHES**, the highest grade for interior and exterior work that can be made.

All "**AMBERITE**" **VARNISHES** are guaranteed well aged, and tested on all points.

MANUFACTURED ONLY BY

**AMBERITE
VARNISHES**

The Canada Paint Co. Ltd.

MONTREAL

TORONTO

VICTORIA

**AMBERITE
VARNISHES**

MAXIMUM OUTPUT OF FURNACES.

KUHLOW'S TRADE REVIEW: The United States is rightly considered the country of gigantic outputs, and this reputation is undoubtedly well sustained in the matter of pig iron manufacture. As recently as 1891 the production of 180 tons of pig iron per day at the Cambria blast furnaces was considered an extraordinary achievement. This is nothing to the present out-turn of the Edgar Thomson blast furnaces, where 3,000 tons are produced per week, or 428 tons in twenty-four hours. This, according to The Teknisk Tidskrift, is thirty-six times as much as the present out-turn of an average-sized Swedish blast furnace. In our American Notes last week we recorded the fact that the Duquesne furnace is producing 480 tons a day, and the expectation that the daily output will soon reach 500 tons. It is interesting to compare these figures with the results obtained on the Continent. Exactly one hundred years ago the first coke blast furnace on the whole Continent of Europe was completed. It was erected at Gleiwitz in Silesia by Mr. Wedding, grandfather of the distinguished professor who this year received the Bessemer gold medal of the Iron and Steel Institute. From 1796 onwards very slow progress was made in furnace construction for fifty or sixty years. Indeed, it is only during the last forty-five years that attention has been devoted to the subject in Germany. The coke blast furnace erected in 1851 at Borbeck, near Essen, which equalled in its out-turn of 25 to 30 tons daily the Scotch and Belgian furnaces of the period, was considered to take the first place, for the Siegen charcoal furnaces then averaged 9 tons a day. At the same period the Swedish charcoal furnaces yielded $4\frac{1}{2}$ to $6\frac{1}{2}$ tons a day. In 1875 the capacity of the Siegen furnaces was raised to 20 to 30 tons, and in the year 1890 the daily out-turn of the Westphalian coke blast furnaces attained a maximum of 100 to 130 tons. At the present time the recent furnaces on the Rhine are producing 100 to 180 tons, and the out-turn of the Silesian furnaces is about the same. During the same period the capacity of the charcoal blast furnaces in Sweden has increased from $4\frac{1}{2}$ to 15 tons a day. Thus the maximum daily out-turn of the blast furnaces in the three countries is as follows:

	Tons.
Sweden	15
Germany	180
United States	480

It is well to have a store that will attract; but a merchant should not rely on the store alone to bring customers, but he should send out in the highways and byways and bring them in.



3 FOR THE COST OF ONE

The **MARLIN MODEL 1891**, .22 calibre, uses in one rifle without adjustment the .22 short, .22 long and .22 long rifle cartridges. Can be taken apart without using a single tool. Only repeater for the long rifle cartridge, the most accurate .22 calibre cartridge made.

Model 1891, .32 calibre uses in one rifle the .32 short and long rim and centre fire cartridges. ONLY .32 REPEATER FOR CHEAP AMMUNITION.

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

"GOOD CHEER"

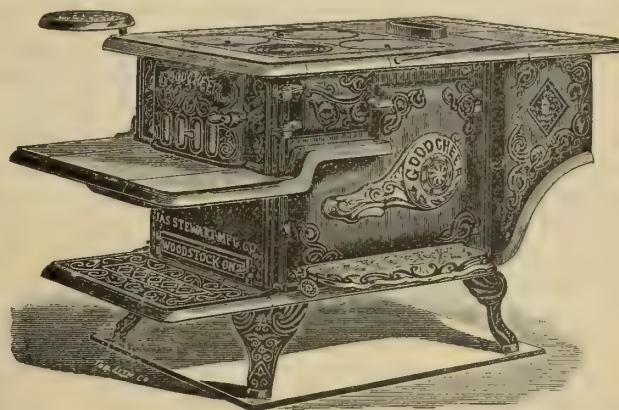
With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.

Every 'Good Cheer' Warranted



WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

"All time and money spent in training the body pays
a larger interest than any other investment."

—WILLIAM E. GLADSTONE.

The Whitely Exerciser . .



A complete home gymnasium, made of ELASTIC CORD, passing over NOISELESS CONE-BEARING pulleys. The most popular means for developing HEALTH AND STRENGTH. With it you may make not only the movements usually made with dumb bells and chest weights, but also rapid exercises—striking, throwing, bowling, fencing, putting shot, etc. Adjustable resistance, but no weights. Weighs one pound. Can be hung on the door hinges and used instantly. Noiseless. Attachments for foot movement and round shoulders. Price \$3, \$4 and \$5, all warranted. Send stamp for "Physical Culture a Pastime," and mention this paper.

The R. A. McCready Co., Ltd.

SOLE AGENTS FOR
CANADA

Toronto

Largest Sporting Goods house in Canada.

DEALERS ADDRESS
WHOLESALE DEPARTMENT

"I have been using one of these Exercisers for 20 minutes
each night, and like it better and better the longer I have it.

"Yours for health,

"ROBERT J. ROBERTS,

"Physical Director Boston Y.M.C.A."

DIFFERENT CLASSES OF DEBTORS.

THE most desirable people to sell to, writes Lyle Merton in *Hardware*, are those who pay cash down, or pay promptly and take advantage of every cash discount, or if they do not discount their bills they promptly meet them when due without being notified of the fact.

These are the people who buy cheaply, and generally know just what they want, and are difficult to induce to buy what they have not on their memoranda.

If all customers were of this class the need of the credit man would not exist, and bookkeeping and looking after the collections would be very much simplified. The only care would be to sell them as much as possible, use care and promptness in executing their orders, and after the goods were shipped the money would come, and no one would need to watch the account to see that steps were taken for its collection when due.

In actual business, as the collector runs through the ledger at stated times, how few accounts, comparatively, there are of this nature, which he must not meddle with for fear of offence.

People of this stamp keep a close watch on their indebtedness, and they are generally very sensitive about being dunned. In fact, it is a dangerous procedure in many cases to even send them a statement, and it is the wisest policy to leave them to their own way and mark over the account in some way that they need no duns or statements.

Such accounts are ideal ones, and they should be cultivated. If more people were of this class they would find it to be to their financial advantage, as every merchant appreciates such people and will give them better prices and terms than those upon whom he must spend a lot of time and stamps before he gets his pay, which does not come when due, but he must often wait months for it and get no interest for waiting.

In fact, such people can almost make terms to suit themselves, for their reputation enables them to get special prices and concessions, as the merchant knows that whatever arrangement is made it will be carried out.

The collecting of the accounts is now reduced to such a system, in most mercantile establishments, that many people cease to give themselves any concern about the payment of their purchases. They buy the goods and expect their creditors to notify them when time for payment has arrived.

Many retail storekeepers are of this class; they pay little attention to keeping track of their bills as they become due, and wait for statements and drafts from the wholesale house. If more retailers would keep this matter in their own hands, and attend to the prompt settlement without awaiting

notice from their creditors, their rating would soon go up and they would find that the benefits derived from better prices thus obtained, would more than compensate them for the trouble involved.

Next to the people who are prompt in their payments might be named those who are well able to pay, but make it a rule to delay the day of payment as long as possible. They hate to part with their money, and imagine that the longer they can put off paying a bill so much the better. They fail to realize the advantages of a cash discount, and that they are paying more for their goods than their less wealthy, though more astute, neighbor who endeavors to pay his rent by this means.

They are generally men of the old school, who imagine a dollar of theirs is worth a premium; as they have gained a competence they like to show their independence and pay just when it suits them. They will stand any amount of dunning, as requests for payment are lightly treated by them.

When such people are known, the best plan is to make them pay for the time they take by giving them outside prices.

Another class of debtors are those upon whom the seller must take a certain amount of risk. They are not rated high, and their ability to pay can only be determined by giving them a trial, and they are then found to be fairly reliable in meeting their engagements. They take full time on every bill, and when the draft is due they pay part and wish to renew for the balance.

They need careful watching or they will owe more than they should. While the draft is running for the first bill they will buy more and will soon owe a considerable amount. If they are inclined to buy too largely there is room for added suspicion, as it is a very bad sign to see a man who is weak financially buy largely and liberally. If he shows a disposition to buy carefully and in small quantities at a time, other things being equal, he is generally safe to sell to. But look out for the man who buys lavishly; when pay day comes he generally has many excuses for inability to meet his draft. For such men a limit should be placed on their indebtedness, and a refusal to sell them should they wish to exceed it.

Then, besides those already referred to, where is the house which does not have several accounts on their ledgers which baffle the collector in his attempts to get money from them? They are in such a position that legal means have no effect with them. They may be doing business in their wife's name, or have no property which can be attached, or they may be ready to assign in the event of their being sued.

But how did they get on the books? That is a question variously answered. One

thing is certain, they were not known, and generally began in a small way, and gradually increased their indebtedness until they were in a position to say "hands off," and then the trouble of collecting began.

They are shrewd fellows, and there are few wholesalers but are troubled with them more or less.

You draw on them, and the draft comes back with no reason for its refusal. You write them in the most polite way possible asking for an explanation; no answer. You write them again, but still you get no reply. The traveler or some representative of the house calls upon them, but is unable to get any money.

What shall we do with such people? This is a difficult question to answer, as each case needs special attention.

One thing is sure, and that is, that if you succeed in making them pay it is only by coaxing it out of them and using mild measures.

It is useless to hand the account to an attorney, as they are beyond his reach. They are human, and can be reached by gentle persuasion and polite appeals to their honor, when threats and sarcastic letters are unavailing.

Let systematic monthly or semi-monthly letters be sent them, and endeavor to give them the impression that you believe they will pay, and that you have not lost confidence in them, and in nine cases out of ten you will be successful.

AN ASBESTOS DEPOSIT.

THE Ontario Provincial Department of Mines has received a sample of asbestos from Carswell & McKay, lumbermen, of Calabogie, on the line of the Kingston & Pembroke Railway in South Renfrew. The sample is 22 inches long in the fibre and of fair quality, although taken from the surface, where the weather may have caused some deterioration, and a much better quality will doubtless be found lower down. It is of the hornblende variety of asbestos; and a test made at the School of Practical Science shows that it contains .68 or $\frac{2}{3}$ of one per cent. of water, whereas the asbestos of commerce contains 13 and 14 per cent. When heated and the water driven out ordinary asbestos will crumble readily, but this sample is not affected by fire. In a letter received with the sample, Carswell & McKay state that the sample is considered wonderful both for length of fibre and size of the vein, and Mr. Blue, Commissioner of Mines, agrees that their estimate is right as far as the length of the fibre is concerned. With the asbestos was sent a sample of talc, or soap-stone, of good quality, and the deposits of this mineral are said to be unlimited. Should further investigation confirm these statements, the discovery of these two useful articles will prove very valuable.

WATER GONE OVER THE DAM.

WATER once over a dam is not likely to run up-hill or climb back again, writes Fred Woodrow in Age of Steel. Once over the lip of the crest its departure is final. Before it made its crystal curve into the pool below, it was eligible for a tin cup or a bucket, a watering pot or a garden hose. The thirsty flocks quench their thirst in the gliding stream, and the rushes and sedge along its brink fattened on the crystal elixir. It was, however, but a passing pilgrim. Had it no perennial source of supply it would vanish as a mist in the sun or a pebble in the sea. It has, however, its springs that gurgle over tree roots and stones, and its aerial tanks in the clouds that empty on the hills and trickle in the stream. To think that the water gone over the dam is all that can be squeezed out of nature's sponge would be a delusion and a snare. The river is not dry, the rain has not gone out of business, and the springs are not bottled and corked, and the mill dam never empties nature's cup. This is a comfort to the men who have boats and cattle, and not a little of the same for the miller who grinds his grist as the waters leap down the dam. It is just so with men who have lived long enough to see much that they would have preferred to keep go over the dam. We find thousands of human creatures who conclude from their losses and failures that their last chances are gone. It is not so. They are neither dead nor desolate, but they act as if they were. They lose heart and courage. They surrender to what they think is inevitable. They practically throw up their hands and consent to drift down the stream as a straw or log glides over a cataract. Such a man, be he rich or poor, educated or ignorant, is one of the most pitiable objects on earth. What he sees of success in others smites him in the face. What in his past life was as fresh as the grass after the rain, and bright as a buttercup in the sun, is but a mocking contrast to the path of cinders or flints on which his weary feet are plodding. Anything and everything that is joyous and bright is now as a stone in his shoe, or as a wasp in his collar. Such men are to be found sitting on empty kegs in back alleys, or riding donkeys in Egypt in search of some relief to a jaded and exhausted soul. Men with money and men without it, in rags or in fine linen, drinking champagne with Dives, or munching crusts with Lazarus, with life without a purpose, existence without an object and the future without a hope, are simply waiting to die. With some men reason abdicates its royal seat, and a frenzied spectre haunts the cell of a lunatic asylum. Others look down the bar-

rel of a Smith & Wesson, make neckties of rope, or powder their tongues with arsenic, the victims of hopelessness and despair. Now while it is true that spilled milk cannot be gathered up with a spoon, it is not conclusive as to the death of the cow. Men who have made mistakes in business, and seen the golden opportunities of a lifetime go over the dam, may, if they so choose, be the better and the wiser for their experience. Everything that has life has to survive struggle to reach maturity. The oak that outlives a hundred years has had its share of storms and broken branches, and the eagle that circles above the mountain crags has had its pinions strained in the storm. This is as true of man as of a tree cradled in an acorn, and an eaglet hatched in an eyrie. We know that in many cases men have lost gold that will never be found

again, houses and lands that are theirs no more forever, and reputations never to be built up again. All those may have gone over the dam, but what is left may be worth more than what is gone. A blown out candle may be relighted and a benumbed hand made warm again, and no man can draw the line in the life of another, over which hope is but a dead leaf, and salvation a lost star. There is a door that never shuts and a sun that never sets, and the one is open and the other shining for every man whether he be a business, social or moral bankrupt. The highest aim in life after all is not a span of thoroughbreds, social eminence nor a waggon load of currency. The meanest excuse for manhood may have all these. To have a heart for every disaster, a courage for every duty, a resolution that never bends, and the faith that sees a silver lining to every cloud, is better than wealth or fame, and no matter the water gone over the dam, the stream above it to such a man never runs dry.



BOECKH'S STANDARD

BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

COOKE'S SASH LOCKS and SUPPORTS

Well-Known
Popular
Reliable

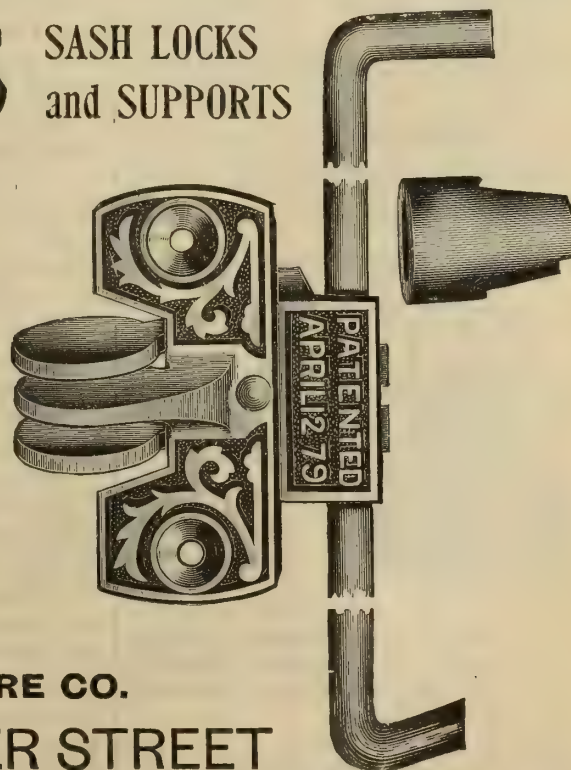


SEND FOR CATALOGUE

COOKE HARDWARE CO.

24 HUNTER STREET

HAMILTON, ONT.



BUSINESS CHANCE

FOR SALE AT A BARGAIN, STORE FITTINGS for hardware business—sheving, drawers, etc., complete, and in good shape. Apply Box 9 "HARDWARE." [45]

PARTNER WANTED.

JUNIOR PARTNER WANTED FOR AN ESTABLISHED wholesale business; must have a knowledge of hardware and metal trade, and at least \$5,000 capital. P.O. Box 678, Montreal. (45)

AGENCIES WANTED.

A traveller calling on hardware trade, etc., in Manitoba and Northwest Territories is open for one or two other good agencies.

Apply Box 8

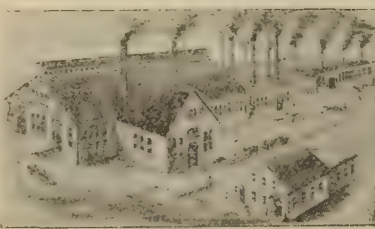
HARDWARE AND METAL

Toronto.

Rhode Island Pattern Horseshoes.

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

"Korreet" Shape. Quality Guaranteed.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices. Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

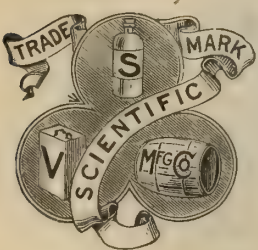
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.



The "Scientific" Stove Enamel and Stove Pipe Varnish

Are giving A1 satisfaction both to dealer and consumer. Nothing but the best materials (including brains) used.

For sale by all jobbers.

SCIENTIFIC VARNISH MFG. CO.

Telephone 2905, Toronto

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Moses, tinware, Toronto, has assigned to Henry Barber.

J. B. Collard & Co., blacksmiths and grocers, St. Jean 'LEvangeliste, Que., have had a demand of assignment made upon them.

John D. Lee, hardware, Arnprior, has assigned to N. J. Johnston.

A meeting of the creditors of the estate of David Saunderson, hardware, Howick Township, has been called.

J. C. Clark, blacksmith, Owen Sound, has assigned.

Colin Wright, general merchant, Bedeque, P.E.I., has assigned. A. M. Wright & Co., of Summerside, have also assigned.

Sinclair Bros., general merchants, Cartier, Ont., are offering to compromise at 50c. on the dollar.

E. Rioux, general merchant, St. Jean de Dieu, is offering to compromise at 40c. on the dollar.

E. Lavoie, general merchant, St. Luce, Que., has suspended.

PARTNERSHIPS FORMED AND DISSOLVED.

T. B. Rider and B. H. Rider have registered a partnership in Fitch Bay, Que., to carry on business as general merchants under the style of T. B. Rider & Son.

Routledge & Co., general merchants, Bridgeport, N.S., have dissolved.

J. B.C. Bissonnette and Olive Fortin have registered a partnership to carry on business in Montreal as carriage makers, under the style of O. F. O. Bissonnette.

A. Lemieux & Co., blacksmiths, Montreal, have registered a dissolution of partnership.

Clark & Lounsbury, agricultural implements, Newcastle, N.B., have dissolved. G. A. Lounsbury continues under style of G. A. Lounsbury & Co.

Jobin & Matte, hardware, Montreal, have dissolved.

SALES MADE AND PENDING.

The stock of the St. Lawrence Machinery Supply Co., Montreal, has been sold at 33c. on the dollar.

The stock, etc., of the estate of A. E. Adams, general merchant, Calton, are to be sold by auction on the 10th inst.

The stock of the estate of C. E. Copeland, general merchant, Dorchester Station, has been sold.

The stock, etc., of the estate of A. Leggatt, general store, Rainham Centre, are to be sold on the 9th inst.

H. J. Lehman, general merchant, West Montrose, Ont., is advertising business for sale.

The stock of W. Lillie, general merchant, Belwood, is to be sold.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

Nova Scotia Steel Co. Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

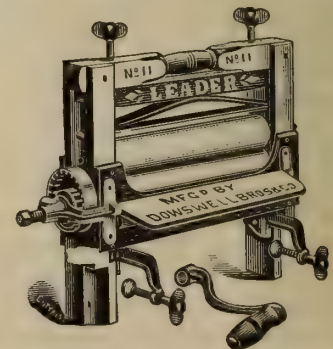
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS. - Montreal

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue, Bronzes, Alabastine.

327 St. James Street, - - - **MONTREAL**

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

THE BEST FARM AND GARDEN WHEEL-BARROWS

At Right Price

J. H. Connor

Manufacturer - - - **OTTAWA**

.. ISLAND CITY ..
Paint and Varnish Works

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 193 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

MCLEOD & HENRY Co**FIRE BRICK**

TROY, N.Y.

J. W. Ross & Son, general merchants, Nelles Corners, are advertising business for sale.

The stock, etc., of G. W. Detlor, general merchant, Tweed, are advertised for sale on 11th inst.

The assets of J. A. Joly, general merchant, Ste. Rose, Que., are to be sold by auction on 9th inst.

The immovable assets of Foucher, Fils & Co., general merchants, Montreal, are to be sold at auction November 30.

The assets of R. T. Spence, general merchant, Roberval, are to be sold on 5th inst.

CHANGES.

R. W. Crawford, general merchant, Cobden, has sold out to F. B. Shields.

A. Sheperd, general merchant, Innerkip, is about giving up business.

A general store has been started in Louiseville, Que., by Mrs. T. Lemay.

Buck & Robins, general merchants, Port Rowan, have been succeeded by Robins & Woodward.

Krotz & Walter, general merchants, Lis-towel, are giving up business.

H. C. Chappel, hardware and tinware, Hamilton, has sold out.

The Wortman & Ward Manufacturing Co., London, have obtained charter of incorporation.

The Queen City Oil Co. have obtained a charter.

Henri Gilbert has opened a blacksmith shop in Chicoutimi.

J. E. Birch, hardware, Austin, Man., has sold out to John Stinson.

J. S. McCracken has opened a harness shop in Brandon, Man.

W. Brown has opened a blacksmith shop at Lake Dauphin, Man.

J. Bruce, blacksmith, Plattsville, has been succeeded by Charles Scott.

The Renfrew Electric Light and Power Co. is applying for a charter.

R. Kilpatrick, furniture, Ridgetown, is closing up business and removing to Blenheim.

Letters patent have been issued for the Canada Switch and Spring Co., Ltd., Montreal, with a capital stock of \$250,000.

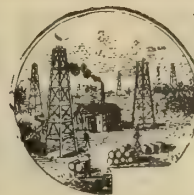
FIRES.

The stock of D. G. Cooper, sawmill and lumber, Collingwood, has been damaged by fire. F. Occomore & Co., hardware merchants, of the same place, have also suffered damage by fire.

The stock of D. O'Connor, lumber, Sudbury, has been burned.

DEATHS.

James Smith, of James Smith, Son & Co., wholesale saddlery hardware, Brantford, is dead.

**VanTuyt & Fairbank**

Petrolia, Ont.

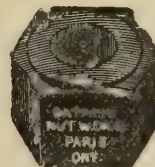
Headquarters for ..

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

**Ontario Nut Works, Paris**

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

BROOM AND CORDAGE WORKS. WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cat's Ties, Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per	11
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 00
opper, discount, 40 and 10 p.c. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 60 to 62½ per cent.		
Door.		
Gon Sargent's	5 50	8
Peterboro', discount 50 per cent.		
Cow.		
American make, discount 66½ per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	1 25	3 00
House.		
American, per lb.	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 60 per cent.		

Belting.		
Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb.	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 65 and 10 per cent.		

Stove, dis. 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis. 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each	5 00	7 50
Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis. 12½ p.c. revised list.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per do	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 75	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 an 5 per cent.; from stock, 70 per cent.		
Steel, net	3 00	

Clamps.		
Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
nadian dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 88	1 60
English per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
doz	90	1 75

FAWCETS.

Cork Lined, per doz	0 30	0
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 50, 10 and 5 p.c.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 60 to 60 and 10 p.c., revised list.		
---	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

ble.	...	...
ond.	3 70	...
Per	4 00	...
100 ft	4 40	...
	4 90	...
	5 50	...
	6 25	...
	7 25	...
	9 00	...
	10 00	...
	12 00	...
	14 00	...
	16 00	...
	20 00	...



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

to any address on receipt of

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.

- Before the first Ontario railway was built,
- Before the first ocean steamer arrived,
- Before postage stamps were used in Canada,
- When £ s. d. was Canadian currency,

E. B. Eddy's Matches

Were known throughout Canada,
as they are now,
as the best matches made.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.
61-63 FRONT ST. WEST, TORONTO.

HIGHEST AWARD

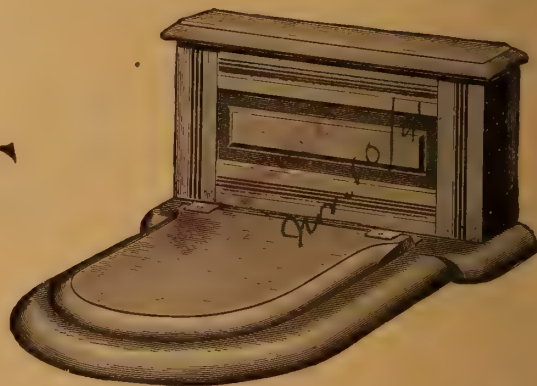
TORONTO INDUSTRIAL
... EXHIBITION, 1896

For **Engineers', Plumbers', and Gasfitters' Supplies**



No. 3 Seat and Flap

**YOU
WANT
THE
BEST**



No. 6 Seat and Back

Well, come in and we will show you a variety of Closet
Seats and Tanks unequalled in the Dominion, all Cabinet
Finish in Light or Dark Cherry, Mahogany, Plain, Antique or
Quartered Oak.

The **James Robertson Co.** Ltd.

Headquarters for Plumbers' Supplies

TEL. 819 and 1511.

263-285 King St. West, **TORONTO**



Monarch Round Corner Tank

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, NOVEMBER 14, 1896

No. 46



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

LOYALTY



SCARCELY less marked than the loyalty of all true Canadians to the Queen's sceptre, is that of the Canadian iron-worker to Queen's Head Galvanized Iron. Another proof that Canadians know a good thing when they see and test it.

Largest Manufacturers under the British Flag

Radiator Freaks.

There always were and always will be freaks. We call them good ideas spoiled in production.

"Safford"

THE ONLY PERFECT

Radiators

Are the product of experience and the best money can command.

No Bolts. No Packing.

BEST ON EARTH.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited
.. Toronto, Ont.

STEAM

HOT WATER



TO THE TRADE



*Hot Water Kettles, Chafing Dishes
Hot Water Bacon and Vegetable Dishes
Hot Water Plates, Dish Covers
Cafetiers, Vienna Coffee Machines
Granite and Tin Jelly Moulds.*

WRITE FOR PRICES.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

Heavy Copper Tea Kettles



BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO.

K_{EMP} M_{ANUFACTURING} C_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

“DIAMOND” STEEL WARE

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, NOVEMBER 14, 1896

No. 46

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

RETAILERS AND THE TARIFF.

THE Government has asked for the assistance of the business men of the country in the work of revising the tariff. It is to be hoped it will be accorded.

There are times when the revision of a Customs tariff is necessary; but the less frequently the operation is performed the better. The knowledge that there is to be a re-arrangement of the import duties is certain to have a more or less deleterious effect on trade. But a nation, like an individual, has occasionally to take nauseating medicine. Tariff revising is intended as medicine to the commerce of the country, but we must guard against giving it an overdose.

It was less than three years ago that there was a general revision of the tariff, and now we are at it again. How soon we shall be repeating the operation depends upon the skill that is displayed in completing the task now in hand. And what the measure of that skill shall be depends a great deal on the influence of the business interests of the country.

As we have already declared in previous issues, this country needs a business tariff. Such a tariff can only be inspired or fashioned by business men. Professional politicians

can no more bring forth a business tariff than can an elephant a crocodile. At best their production will be a deformity.

To obviate this is within the power of the business men of the country. Between this and January next, when the House meets to consider the tariff, every board of trade, every business men's organization, should give this subject careful consideration and take steps to acquaint the Ministers to whom the duty of gathering data is delegated, the suggestions they may have to make. To the retail associations particularly would we draw the attention of this matter. Great as are the interests they represent, in the revision of former tariffs—due partly to their own apathy and partly to the ignoring of them by the Government of the time—the retail merchants of the Dominion have had no part or lot in the matter of tariff revision. We have not noticed that the present Government are any the less sinners in this respect. But even if the Ministers have not courted suggestions from retailers, the retailers should not be bashful in pushing upon them such suggestions as they may have to offer. The arch which has one stone left out of it is incomplete. And so is a tariff, in the compilation of which no cognizance of the business interests of the country has been taken.

A tariff that will please everybody is beyond the wisdom of any aggregation of human beings to devise, but that does not prevent our creating one that will be as near perfection as it is possible to make it. And the nearer we get to the desideratum the farther away will we be from the next tariff revision. Let all the business people say, "Amen," and take off their coats and lend a helping hand.

NOT COMPATIBLE NOW.

Dishonest dealing and business will only be compatible when it is demonstrated beyond question that commerce is the devil's medium for working evil, and not good, in the world.

THE VACANT APPRAISERSHIP.

THE hardware trade of the whole country as well as the local merchants are interested in the appointment of an efficient appraiser to the vacancy at the port of Toronto.

Besides carrying with it the various duties of adjudicating upon local importations, the appraiser at Toronto is a member of the Dominion Board of Appraisers, whose rulings govern entries at every Customs port in the country.

Some, at least, of the Montreal hardwaremen, recognizing this fact, are, **HARDWARE AND METAL** learns, interesting themselves in the matter and urging that none but a practical and experienced business man be appointed.

It is to be hoped the Government will not make the mistake of appointing any other than an efficient man to the position.

It may be difficult to get such a man. But such an one can be obtained. After a careful canvass of the importing and manufacturing trade of Toronto, **HARDWARE AND METAL** has ascertained that the unanimous opinion is that there are really but two men in the city who possess the ability and experience requisite for the position. Whether these are numbered among the fifty applicants for the appraisership we cannot say. We merely point out this fact to show how necessary it is that the Government should exercise the greatest care in making the appointment.

If the necessary material is not to be found among the army that is now seeking the office, the Government should seek it where it is to be found. This may not be according to precedent, but it will be according to the ethics of business common-sense. And it will earn the approval of the trade, which is, after all, more to be courted than the approval of a coterie of professional politicians.

IMPORTATIONS OF PLATES.

THE strength of tin, Canada plates, galvanized iron, and other sheet material, is attracting considerable attention now in view of the sharp advance in through freights referred to by **HARDWARE AND METAL** last week.

Buyers have been moderate in their operations recently on Canada and galvanized, owing to tariff uncertainty, and they have been conservative buyers of tin plate also. Within the past week or so, however, sales agents at Montreal have experienced more enquiry, and one result of holding back has been that fresh supplies will cost some buyers the advance that has been established since the 1st of September, which average fully 5c. per box on coke tin plate and almost the same on the other goods.

It may be interesting to the trade to know, in connection with the goods under discussion, that whereas the importations at Montreal of galvanized and Canada plate have fallen off materially for the six months ending September, the imports of tin plate are equal to those in 1895; indeed, they are somewhat in excess.

The figures in detail are: Galvanized iron, Canada plate, etc., quarter ending June, this year, 33,356 cwt.; quarter ending September, 66,253 cwt., or a total of 99,609 cwt., against 52,459 cwt. for the quarter ending June, and 61,589 for the quarter ending September, 1895, a total of 114,048 cwt., a decrease this year of 14,439 cwt. In tin plate for the quarter ending June this year the importations were 27,606 cwt., and for the quarter ending September 17,230 cwt., a total of 44,836 cwt., against 15,148 and 16,708 cwt. respectively for the two same quarters in 1895. This makes an increase in the tin plate importations this summer of 12,980 cwt.

HORSESHOE NAILS.

THE price of horse nails in 1897 will, doubtless, be materially influenced by the increasing cost of Swedish nail rods, from which they are made in Canada. This does not necessarily mean an advance in price, but it will certainly strengthen a desire for permanency of the present selling values materially. A firm, who are one of the largest dealers in Swedish materials, writing within a few days past to one of the manufacturers of horse nails, said: "As you probably know, the prices of Swedish material have been steadily advancing for over a year, and in many lines they (the Swedish makers) are well sold up for 1897."

The election of Mr. McKinley has had the effect of starting manufacturing enterprises in the United States, which have been "lying low" for the past year. This will

certainly create an immediate and increasing demand for Swedish steel and iron, which is largely used in the manufacture of bicycles, horse nails and other high grade manufactured products. This demand will further stiffen and enhance prices in Sweden of all iron and steel material.

The horse nail trade in Canada is shown by statistics to be a decreasing one, for which the substitution of electric motor cars for horse cars, and bicycles, are in a large degree responsible.

It is claimed that there are too many engaged in the manufacture of horse nails for the comparatively small volume of trade to be done in this line in Canada, and the outlook would seem to favor the reduction of their number rather than otherwise, if a profit is to be considered a factor.

THEY ARE NOW COMPETITORS.

A new hardware store has been opened in Fort William. Thomas N. Piper is the proprietor. He was for many years connected with his brother, W. S. Piper. "But," said **HARDWARE AND METAL**'s informant, "they are now in keen opposition with each other." We hope that in this instance the old adage will not be verified, namely: "Together, we stand; divided, we fall."

Both men are capable merchants, and well-known by hardwaremen throughout the country. **HARDWARE AND METAL** wishes continued success to the old as well as prosperity to the new.

It is little use to fish for either customers or herring without bait.

CANADIAN ORE FOR THE STATES.

The Pontiac Pacific Railway have just received orders to ship ten car loads of iron ore daily, till further orders, from the Bristol Mines, to Pittsburg, Pa.

These mines are situated in Pontiac county, and although the ore they contain is rich, they have not been much worked for some time. There was a time when Canada exported a great deal of ore to the United States, and it is possible that in some kinds at least we may do so again.

Even should Cash ever be king, Success will not crown every business man.

ADVANCE IN GALVANIZED IRON.

Jobbers' quotations are higher this week on galvanized iron. The advance is from 20 to 30c. per 100 lbs. Quotations for "Gordon Crown" and "Queen's Head" brands, ordinary lots, are now as follows: 28 gauge, 4½ to 4¾ c. per lb.; 26 ditto, 4¾ to 4½ c.; 18 to 24 ditto, 4½ to 4¼ c.; 16 ditto, 4¾ to 4½ c. per lb. Case lots can, of course, be obtained ¼ c. per lb. cheaper,

TROUBLE OVER NAILS.

THE hardware jobbers and retailers in the United States and the National Cut and Wire Nail Manufacturers' Association are at daggers drawn. The cause of the trouble is primarily two-fold.

The chief bone of contention is in regard to prices, which the jobbers and retailers, with good reason, claim to be excessive. The present figures for wire nails are \$2.55 per keg base, in carload lots, and \$2.65 in less than car lots f.o.b. Pittsburg. The base prices of cut nails are 25c. lower than these quotations. Before the association was formed nails were selling for less than \$1 per keg base. This, it is admitted by jobbers, was too low a figure, but they claim that the present prices are at the other extreme. An advance of over 155 to 165 per cent. is certainly strong evidence in support of this contention.

Then, it will be remembered, the Nail Trust, as it is commonly termed, were not long since, with a view to maintaining prices in the home market, sending nails to Liverpool, which, much to the chagrin of the members of the Trust, were purchased by New York jobbers, brought back across the Atlantic and laid down at about 65c. per keg below the combination figures.

Another source of dissatisfaction is that no nails are actually sold by manufacturers in the association at base prices. Until last July 60c. nails were quoted at the base prices, but since then there has been no grade sold at those prices, the lowest price at which wire nails are actually offered being 50c. higher. This change is said to have caused much irritation among retailers, who could not understand why, when they ordered goods at base prices, the goods were billed to them at the higher figures.

The rebate system is followed by members of the association in selling their product. The plan, as outlined in a circular issued some time ago, is as follows:

The purchaser of nails made by manufacturers in the association receives from the treasurer every month a rebate of ten cents per keg on all nails purchased the six months preceding on condition that he has complied with the following conditions:

That he has not bought or received any wire or cut nails made by any manufacturers outside of the association during the six months.

That he has paid for all purchases of wire and cut nails from members of the association in conformity with their established prices and terms.

That he has not during the six months sold any wire or cut nails, either directly or indirectly, at less than such established prices and terms.

Meetings of merchants are being held to consider the question, and the outcome will be watched with interest, even by Canadians.

CANADA AND MCKINLEYISM.

SINCE the election of McKinley to the United States Presidency became known speculation has been rife in Canada as to what the outcome will be in regard to the tariff.

It is quite natural the subject should come in for some consideration. The expenditure in the United States has lately exceeded by many millions the revenue of the country; and the natural inference is that the two ends will be made to meet by increasing the revenue. It is the way politicians have. Then we have the sentiment of the Republican press and the Republican speeches of the past year or two in remembrance, while above all, we have before us the composition of the new House of Representatives.

That institution, according to the latest figures, will contain 213 Republicans, 118 Democrats and 24 Free Silver men (Republicans and Populists). This means a Republican majority over all other combinations of 71. And as Republicanism and protection are synonymous terms, it is obvious what the Lower House could do in the direction of higher tariff if it so desired.

In the Upper House, the Senate, the forces that might be mustered for a higher tariff have clearly not things so much their own way, for, out of a total of 90 members, the Republicans will number 47, and these are divided into gold and silver Republicans. The remainder are gold and silver Democrats and Populists, and we know pretty well where they stand on the tariff question.

As for the President-elect himself, the message which he sent out two days after the election contains not one word regarding the tariff. "The victory," he declared, "is not to party or section, but of and for the American people." But still we know enough of McKinley to know where his sympathies lie.

No doubt we shall witness a rearrangement of the United States tariff, but whether or no it will be an old-time McKinley rearrangement remains to be seen. Whatever it may be, Canada need not exhibit much alarm. The effect could scarcely be as keenly felt as it was in 1890, for the simple reason that we are not now nearly as dependent as we then were upon the United States as a market for our surplus products.

To have increased the difficulties of getting our products into the United States market was, of course, most regrettable, but that its results were not so injurious as might have been supposed is evident from the trade returns.

In spite of the hostile tariff of our second best customer, our total exports continued to increase, being about 20 per cent. larger the year the McKinley tariff went out of exis-

tence than in the year of its advent. Then as far as our exports to the United States were concerned, the average of the four years under the high tariff was practically the same as that of the four years subsequent to it, while our exports to all these countries increased to a more or less extent: Great Britain, France, Germany, Belgium, Newfoundland, West Indies, China and Japan. How our exports increased to Great Britain during the existence of the McKinley tariff is known to all men. The following tables give a comparison of the percentage to the whole of the exports of our various products to the United States and also to Great Britain during the first and last years of the McKinley tariff; also in 1895, the first year of the Wilson tariff:

Mineral products—	1890	1894	1895
United States	81.61	88.44	89.81
Great Britain	13.00	4.44	5.56
Products of the Fisheries—			
United States	33.69	29.37	28.29
Great Britain	32.00	41.31	38.76
Products of the Forest—			
United States	30.67	59.70	66.05
Great Britain	68.07	39.84	33.41
Animals and their Products—			
United States	23.76	7.25	10.80
Great Britain	74.00	90.92	87.31
Agricultural Products—			
United States	63.15	15.75	23.63
Great Britain	30.75	70.32	66.25
Manufactures—			
United States	42.91	42.91	45.50
Great Britain	45.31	43.63	42.37

A glance at the above figures shows that where the McKinley tariff did hit Canada was in her most vulnerable part—her agricultural industry. But while in animals and their products we sent 69 per cent. less in 1894 than in 1890, our sales to Great Britain were 53.50 per cent. more in the former than in the latter year. Then, again, while our exports of agricultural products to the United States decreased in the same period by 75 per cent., our exports to Great Britain increased by over 120 per cent.

Canada by no means desires another McKinley tariff. On the contrary, we desire closer trade relations. But another McKinley tariff should not, in the light of past experience, give us the "blues."

FAVORS IMMEDIATE TARIFF CHANGES.

"I CANNOT understand," remarked a wholesale merchant in Toronto on Thursday, "why merchants should have petitioned the Government to announce that while the tariff changes will be announced in January, they shall not go into effect until six months hence. This to my mind is a most ridiculous position for any merchant to take. It simply means that if the prayer of the petitioners was granted there would be an unnatural stimulation to business, and the consequent evils connected with over buying and over

loading of stocks, namely slow payments and failures.

"On the other hand, if the tariff is to be reduced, and it is not to take effect until June or July, there would be stagnation in the lines effected. The importing merchant would have to sell his goods during the whole of that period of six months at prices based on what they would sell calculated on the prospective duties, and that consequently he would be out not only the reduction in the value of the stock he had on hand, but the reduction in the merchant's stock as well. Then if the tariff is to be brought down and put into force the latter part of January, or the beginning of February, the importations of hardware are likely to be very large. The importations of heavy lines of hardware are always taken subject to the change in the tariff, and do not come into the country at all until after the opening of navigation.

"I am strongly of the opinion that if the Government intend to make any changes it should make them and put them into force as soon as possible. A change in the tariff does not necessarily mean that the wholesale merchants and the importers cannot do a spring business. Retailers as well as importers can book their orders subject to the revision of the tariff. A change in the tariff, therefore, should make no difference to the import business. For years the dealers in glass, for instance, have taken orders subject to change in the tariff. Glass orders are usually booked some time after the first of January, and delivery is not made till the opening of navigation. Between these periods Parliament usually meets and the duty on glass is then, if at all, changed. I think the illustration regarding glass is applicable to the whole situation. The report from travelers and jobbing houses, therefore, to the effect that business is quiet because the Government has not fixed the tariff is simply, in part at least, nonsense."

THE TARIFF COMMISSION.

Hon. Mr. Fielding, Minister of Finance, authorized the following announcement respecting the tariff inquiry:

The Ministers who are to conduct the inquiry will begin their work at Toronto on Tuesday morning, the 17th inst. They will remain in Toronto three days, and, perhaps, a day or two longer if necessary.

The Board of Trade rooms have been placed at the disposal of the Ministers for the purpose of the inquiry, and will be used as far as may be found convenient. In some cases, doubtless, it will be found convenient for the Ministers to receive deputations at their hotel.

GIVE YOUR ADVERTISING MORE THOUGHT.

By CLIFTON S. WADY.

“**D**ING-DONG! Ding-dong! Hear ye—hear ye—hear ye!” This illustrates the style of a live advertisement of a hundred years ago. From that time to the present day live advertising has always been profitable.

The hardware store that is prominently located and furnished with a large, light window is a good one, beyond common; and its owner may well place window display next to newspaper advertising in importance. The full value of “live” advertising in this special direction is but just beginning to receive wide appreciation and the art of it is still in its infancy. Pictures in still-life will never have the effectiveness of those with motion—that is why the stage-play holds the place it does in the hearts of the people.

The finest display of goods you ever saw in a window was weaker in attraction than even a fair window show where human life appears.

A huge window showing earth and growing plants, for instance, with a typically-dressed farmer in the foreground hoeing, would bring a greater number of people to a stop in front of the store than any geometric arrangement of garden tools it is possible to design.

An audacious school-boy sitting on a tree stump and occasionally landing a live fish from a miniature pool would “hook” more passers-by than a line of fishing goods gotten up no matter how artistically.

An expert skater, in costume, executing fancy cuts before an interested public, would sell more skates than one can believe possible who has not watched the outcome of such schemes, well presented and followed up. This plan adopted, should be sustained—keep hammering at the passing throng and you’ll finally magnetize the flowing currents of humanity and “turn the tide” your way.

I feel assured that my average reader is not entirely satisfied with the methods he has employed to induce a reluctant public to give his particular stock of hardware the preference in buying. I believe he feels that he has thus far fallen short of the larger success he deems himself entitled to; which he expects to achieve; but which, as the seasons come and go, he does not achieve.

I will here say that I am a writer, and not a dealer in hardware; I have never handled anything in the business, bodily, if I except a corkscrew, and the old-fashioned spade, which strong-backed boyhood used in digging “fish-worms!” I have never kept a hardware store, or given one away! I’m

just a “plane” writer of “adz;” but for this reason, perhaps, my point of view will be the more nearly that of a buyer at retail, sharpened and made more clear by experience in the field of advertising.

Well, then, would you honestly like to know my opinion in this connection as to the reason you do not succeed better in the court you lay to the attention of the public? Yes? Then let me say: “You do not mind your own business in its advertising.”

I mean no disrespect in this blunt putting, but our mutual friend, Noah Webster, backs my position in the definition he gives of the word “mind”:

To fix the thoughts on. To regard with attention. To treat as of consequence. To consider. To heed.

“Candidly, do you “fix your thoughts on”—advertising? Do you “regard with attention”—your advertising? Do you “treat as of consequence”—your advertisements?”

I beg to interject my assurance that if you don’t, your head salesman is likely to get more net profit out of your business at the end of each year than you are!

The keystone of life’s arch of success may be honesty, as is said; but it can never be put in place until first the foundation stones are laid, firm and fast and well. These foundation stones that are the base of commercial building, which hold its columns up against the storms of hard times, the heat of long summers and the cold of winter, these stones, curious of shape and many-sided in finish and design, bear all the same inscription: “Advertise!” After all is said and done, it is advertising that starts and sustains business—don’t doubt it.

Your ad. is like your razor. Used to good purpose it will serve you well, indeed; but handled carelessly, it may cut your throat! But—anything but a dull razor; and anything but a dull advertisement!

The busy merchant exclaims: “Oh, I can’t afford to stop and bother to write them for frequent change, as you advise.”

This often is true; but if it is, then get some one to write them for you—as you employ others to do necessary work in other directions. The error lies in allowing the newspaper space you pay for, to go practically empty of power. You would not long continue on your pay-roll a traveling man who did no work—who sold no goods—who simply stood staring blankly at the public while all the other salesmen about him were talking pleasantly and effectively in the interests of their employers, would you now?

That’s an exact parallel to your neglected and neglectful ad. All the bright artist-ads. standing near it with brushes dipped in

printers’ ink, are painting word pictures and mental impressions on the brains that come near them; while your poor little representative, merely for lack of inspiration, stimulation and the energy you could have given it, is doing all it really can when it simply “stands till forbid!”

You are an able business man; fitted by nature and experience to take the very front place as a hardware dealer—a successful merchant. If more trade is necessary to a full measure of success, and you find yourself fitted to guide the efforts of others, then why not drop some of the small details of business routine, for the larger possibilities?

HARDWARE NAMES.

So accustomed does the ironmonger, long in the business, become to the names of his wares, that he is not much given to speculation upon their derivation, remarks an exchange. If the question should arise in his mind, it is dismissed with the reason that it was so named when made, possibly hundreds of years ago—just as he was named John when he was born. This does not satisfy the younger aspirants for hardware lore. “If,” say they, “you were named John—why John?” To satisfy this demand the following “Why’s” have been collected:

A knife was a knife in colonial times. The Pilgrim Fathers had knives. In England knives were known as far back as Chaucer’s time, as the Sheffield whittle testifies. For the name, however, we must cross the English Channel to France. In the thirteenth century knives were known as “mensaculæ” and “artari,” a little later by the word “kenivet.” From which is evidently derived “canif,” or knife. In this connection it may be said that two-prong forks are mentioned for the first time in an inventory of Charles V. in 1379. The table upon which food was placed was surrounded with benches or bances, whence “banquet.” To know why a two-faced rim lock is called a “Janus” faced lock, we must go from the realism of the twentieth century to the ideal symbolism of ancient Greece. There, in a temple whose doors were never closed during war, Janus, the god with two faces, was enshrined. In the ironmonger’s shop “Janus” becomes a fitting name, indicating in the lock that it is the same on both sides, and in the shop the alertness necessary to success in these days of commercial warfare. In the sixteenth century pistols and pistolets were so called, it is said, because they were invented at “Pistola.” But on this subject etymologists differ, some preferring the suggestion that they were called pistols from the fact that the bore was of equal diameter with the “pistola,” a coin of the time. In the names anvil, stirrup and hammer we find a very curious thing—that the position is reversed, and that these articles give their names to what was made long before their use was known. The three pretty little bones of the inner ear are called “hammer, anvil and stirrup.”

CORRECT IDEA OF ADVERTISING.

THE Troy Laundry Machinery Co. are the largest manufacturers of laundry machines and supplies in the world. They do a business of close on a million dollars annually, and have branches in several of the leading cities of this country and in London, Paris, Berlin, Amsterdam and St. Petersburg. They believe in advertising and are generous patrons of the best trade journals that are pertinent, and spend a good deal of money on their catalogues, circulars, etc.

Mr. Allen Conkling is the secretary of the company and general manager as well. He also takes charge of the advertising. I found him at the western salesrooms, at 395 Fifth avenue, Chicago, the other morning.

"Whom do you strive to reach by your advertising?" I asked.

"Laundry, hotel owners and keepers, the managers of public institutions and the architects."

"That must require quite a diversity of mediums, doesn't it?"

"Not so very great. We reach the laundry trade of this country through just one medium—The National Laundry Journal. For the hotel man we use quite a few papers—three here in Chicago—The Hotel World, Hotel Monthly and Hotel Reporter. Through The Architectural Record we keep our name before the architects of this country. We want them to keep us in mind, you know, when they are specifying for public buildings that need laundries. For the managers of public institutions we use no regular mediums, but send them our calendars, catalogues, etc., regularly."

"How much do you spend a year in the trade journals?"

"About ten thousand dollars."

"And in other things?"

"Quite as much more."

"In your journal advertising I notice you always use illustrations."

"Yes, and exact illustrations, too. Ours are all made from photographs. I do not regard an illustration as of any value at all in machinery advertising unless it is exact—in fact it has a negative value, I think."

I noticed that most of the illustrations used by Mr. Conkling were wood cuts, and asked him about it.

"Yes, we use wood cuts almost exclusively in our illustrating. There are times when a photogravure might look better, but the average utility of the wood cut I have found to be greater for exact illustration, and it preserves a sort of harmony to use the one form all the way through."

"In all your trade journal advertising hat I have seen, Mr. Conkling, you are not

Just What He Was Looking For . . .

Our agent in St. John, N.B., writes us as follows:—

"Re Sherwin-Williams Paint, I am pleased to say it is turning out satisfactory.

"It is about what I have been looking for for years, a paint that I have faith enough in to talk up. I think the prospects for next season are good. I have no doubt by that time the prejudices of most painters will be overcome.

"Yours truly,

"F. A. YOUNG."

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

technical—give no technical reasons for the use of your machinery."

"No. In our old catalogues we used to do that, but in our advertising we try to get the trade to write us for particulars. People won't read a long technical argument, anyway. Then, too, trade paper advertising differs from ordinary advertising, in that it appeals to a public who are vitally interested in our goods. If they are thinking of buying they will write us, for they want to know far more than we could possibly say in an ad. We advertise mainly to keep our name prominently before the trade. That's why we use four pages an issue in The National Laundry Journal—it gives us a predominant prominence."

"And you don't advertise prices?"

"Not on machinery. They're too high. Our machines run up as high as \$3,000 apiece, and, while they are worth it, such a large number of dollars would probably deter a good many from writing at all, who now respond to our ads and become good customers in a small way."

"Do you trace your advertising in any way?"

"No. We can't."

"It has often been estimated that about 30 per cent. of the replies from advertising

state where the ad. was seen. Is that the case with you?"

"No. I don't think that applies to trade journal advertising. On the contrary, very few ever state where our ad. attracted them. I don't believe 1 per cent. do."

"What do you regard as your best advertising?"

"Our traveling men, of whom we have fifteen. Then our customers who recommend us, and lastly our work in the trade journals, catalogues and price lists."

"Could you leave out the last three?"

"We could." Mr. Conkling smiled, and I remembered that machinery makers must be exact themselves, and asked:

"Would you?"

"No sir. If our advertising did nothing but prepare the path for our traveling men, sold directly no goods at all, I should hesitate a long time before dropping it. Our advertising pays."—Arthur B. Chivers in Trade Press.

Rev. M. L. Leitch, pastor of Knox Church, London, Ont., preached a sermon last night against the practice some merchants have of leaving the displays in their windows uncovered on Sundays.

RETURNED GOODS AND EMPTIES.

A WRITER in Ironmonger says: Unclaimed deposits in the hands of bankers are supposed to amount to fabulous sums, and many of their palatial buildings are understood to represent such unearned wealth. Valuable articles without number are left in railway carriages, in cabs, and tramcars, and the annual reports of the Postmaster-General tell of large sums which a careless public confide to his care with unfailing regularity in unaddressed or open letters.

Those who hear or read of such things doubtless wonder that anyone can be so foolish—unless perchance they are of the foolish ones—but several years' experience as an employe in the packing room of a large wholesale warehouse, and 20 years' experience since then as a wholesale merchant have shown me that many keen business men and firms are equally careless in one respect.

Elaborate precautions may be taken to make certain that all goods sold to customers are charged to them, that cash sales reach the employers' pockets intact, that oil cans or casks, packing-cases or crates, matting, sacks, etc., are all charged to customers when sent out. Books may be carefully kept, and every entry checked, invoices for goods bought be microscopically examined, that nothing may be overcharged, or charged for and not supplied. Men employed on jobs must account for every minute, and if sixty hours have been charged up against a dozen jobs during the week, although the man only worked fifty hours in all—well, so much the better.

There are, however, many articles despatched by every merchant which are not charged against any customer—namely, re-

turned goods or empties. A perfect system of bookkeeping by double entry includes a debit-book as a matter of course, and in this should be entered all such consignments; but entries may be omitted at times, and treacherous memory trusted to, where the amount to be debited is uncertain. If any other system of bookkeeping is in use some book may be kept for entering such returns, but too often this is not done at all, and, system or no system, I know from experience that many lots of empties and rejected goods are returned in the most haphazard fashion, neither advised to the consignees nor debited to them.

It is a common occurrence in my business to be asked to send a customer a detailed note of what empties he has returned since last settlement, but he should no more require to apply for this than he should require to ask one of his own customers for a detailed note of what goods he bought during the last twelve months.

Many a time when employed in the packing-rooms, I discovered that returned empty cases, when opened that a parcel of goods might be packed in them, contained returned goods of considerable value. In some cases there was neither name nor mark by which the sender could be recognised. Such finds sometimes cleared up disputed claims, but it was often impossible to trace the sender, and the goods were then taken a note of in a blank credit-book on the chance of being claimed some day.

Some packages which are included in the wholesale price of the goods, and allowed for when returned, frequently arrived in large quantities without advice or any claim being made for credit. It was generally possible to trace the town or station from which these had been despatched, but as there were perhaps a dozen customers at that

place the sender might be any one of them, and they were, therefore, not credited unless claimed.

If a salesman complains to his employer of the quality of any goods, the latter often enough instructs them to be returned at once to the firm from which they were bought, and may think or recollect no more of the matter. Empty packages are returned as a matter of course, and both rejected goods and returned empties are generally treated as of no importance, on the supposition that consignees will know who sent them, and that when accounts are squared they are sure to be credited.

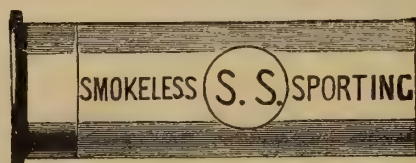
What I wish to impress on those who may be careless about returned goods and empties is that these represent value despatched from their places of business as certainly as goods sold to a customer do.

If goods are sold and delivered to a buyer, we take pains to make certain that an invoice is sent to him, and that they are entered in our books in such a way that an easily accessible record of them is at hand. Precisely the same care should be taken to charge up against, and to send a note of to, any firms we buy from, the value of all goods or packages sent to them. If we do so, it will not only prevent losses, such as many retailers have incurred through their own carelessness, but save much trouble to retailers, wholesale merchants, and manufacturers.

A good system is to despatch no consignments by rail, sea, messenger, or carrier, without taking a signature for them. Check these receipt-books at regular intervals, and whether the entries represent goods sold, goods returned, or returned empties, see that every item has been debited to someone.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts



**TRIALS by ELEY BROS. and
"ROD & GUN."**

**UNEQUALLED RECORDS.
VELOCITIES:**

At 21½ yards, 1012'68 feet per second.

At 43 " 872'72 " "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '375 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER
Wholesale Agents for the Dominion: **LEWIS BROS. & CO.**

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

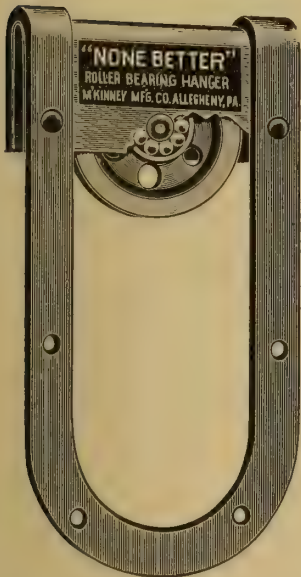
30 St. Sulpice St., MONTREAL.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS

... TORONTO

ROLLER BEARING STEEL BARN DOOR HANGERS



*Rel.
Nov. 25/96.*
"None Better"

Suitable for any length
of track.

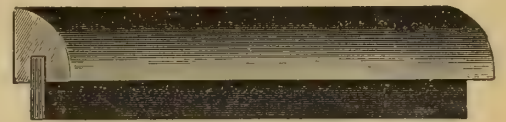
Strong enough to hang
the Heaviest Doors.

Impossible to get out
of order.

Felt Weather Strip

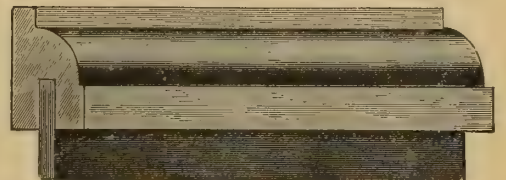
Excludes all Cold, Wind, Dust and Rain.

No. 60



FOR SIDES AND TOPS OF WINDOWS

No. 61



FOR SIDES OF WINDOWS AND DOORS

No. 62



FOR CENTRES OF WINDOWS

No. 64



FOR BOTTOMS OF DOORS

Canister Coffee Mills

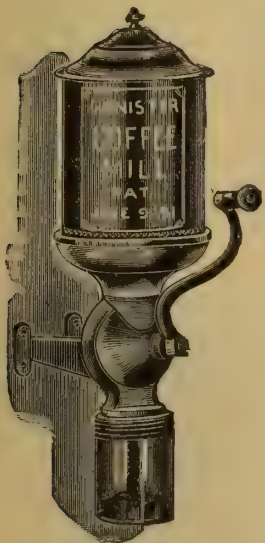
MADE IN 2 SIZES

No. 2. For Family use

Canister holds 1 lb. Coffee.

No. 1. For Hotel or
Boarding House
use

Canister holds 2 lbs. Coffee.



ORDERS FILLED PROMPTLY

GRAHAM Wire and Cut Nails are the Best.

H. S. HOWLAND, SONS & CO., TORONTO

DEPARTMENTAL STORES WEIGHED AND FOUND WANTING.

By W. L. E. in The Canadian Grocer.

THE intelligent way, the right way, of determining whether the departmental store is an evil or not is by considering what its net results are to the great mass of the people.

We cannot well term the departmental store an evil because it is driving merchants from business. Machinery has supplanted many thousand hands, and although those driven from their employment considered the supplanter an evil, yet we all are ready to acknowledge that the net results of the inauguration of machinery have been beneficial to mankind.

The daily papers, particularly in Toronto, have been pleased to consider the advent of the departmental store and the machinery age as parallel cases, the one as well as the other being a development of economic conditions which, in their influence, are beneficial to humanity.

Goods can at times be certainly purchased cheaper at the departmental store than at the ordinary store. And it is undoubtedly convenient to deal at a store where can be purchased any article from an anchor to a needle, and where stomach and teeth can be filled if need be. These can at least be classed as conveniences, and what is a convenience is usually a benefit.

But this is only one side of the question. And in order to arrive at an intelligent appreciation of the net results we must look at the other side.

The first to feel deleteriously the influence of the departmental store is the retail merchant. His big competitor may not take his customers away from him wholly, but it does partially. There is no doubt about it. Pull from a bird enough feathers and it will not be able to fly. And draw enough trade away from a merchant and he will cease to exist as a business man. Trade is being drawn from merchants and they are ceasing to exist as business men after their capital has become exhausted, and they have been pushed out into the world to begin life over again, not only without money, but in many cases without the energy of youth.

The natural result of a decrease in the number of merchants through departmental store competition is an increase in the number of vacant stores. And the concomitant of that is depreciation in property, depletion of incomes, and decrease in value of tax producing sources.

The decidedly worst feature of the departmental store is the weakness of its commercial morality. Any business that is not developed on sound business lines is not in a commercial sense morally sound. There

is a law for business as well as for the individual and aggregation of individuals. In the breaking of it immorality is entailed.

The departmental store breaks the business law in its methods of competition. Competition is either fair or unfair. If it is unfair it is wrong. And the competition of the departmental store is unfair. In order to get a customer into his store the departmental man does not rely on the quality of his goods, the attractiveness of his store, or the courteous and gentlemanly manner of his clerks. He relies on the bait he throws out in the shape of goods which he professes to sell, and frequently does sell, below cost. Those who have studied the matter have become convinced that one cannot deal regularly with the department store and save money by so doing. It follows that when a departmental store sells one article below cost the loss thereby entailed must be made up on another. The departmental store is not a charitable institution. It is run to put money in the pockets of foreign capitalists whose money has been invested in it. Let anyone essay to purchase an article which is not advertised in the bargain list, and nine times out of ten he will pay more for it than he would have had he made the purchase from a regular dealer. There are a good many people among consumers who do not realize this, and innocently they are led to the slaughter. To them the departmental store is synonymous with bargains and continuously they return to be plucked. The fact that they do not realize that they are being plucked does not alter the fact that they are being plucked. Barnum is credited with saying that people like being humbugged. Provided they do, that does not make it right. Wrong is wrong, no matter by what means the eyes of its victim have become holden that they cannot see.

Aside from its moral aspect, these are the evil effects of the departmental store on the economical conditions of the community. Every time the price of an article is cut there is naturally a desire on the part of all dealers who sell this particular article to get it at a figure that will enable them to compete with the departmental store. By-and-bye the manufacturer is forced to comply, with the result that he in turn is compelled to ask his employees to sell him their labor at a lower price. As to-day this departmental store carries in stock everything that is required to furnish a dwelling, everything in the way of physics, whose office is to kill and cure, everything that is needed in the way of foods, everything that is needed in the way of dentistry, and even music for the entertainment and photography for the preservation of the features, whether they be homely or comely, it is obvious that its

effects on the economical conditions must be far-reaching, indeed. Already its effect is only too apparent.

The retailer is not the only description of business man that is suffering from the effects of these big stores: The wholesaler is suffering as well, for his territory is being cut into. Here is an example: A country retailer, while in Toronto one day a short time ago, purchased a certain line of dry goods from a leading wholesale house. From there he went to one of the departmental stores, where he was shown a line identically the same as that which he had purchased, but at a much lower price. He bought it. It was afterwards ascertained that the departmental store had purchased these goods from the same wholesaler as the retailer had and sold them to the latter at one-and-half cents per yard below the price originally paid to the wholesaler.

To any logical mind it must therefore appear that while the department store is occasionally a bestower of bargains and a medium of convenience, the net results are bad, injury without ample compensation being wrought to the storekeeper, the wage-worker, and the municipality.

The remedy for this state of affairs has so far been sought for in vain. The departmental store cannot well be closed up. A law that would essay to do that would be termed an interference with the freedom of trade, and, therefore, ultra vires. The same fate would await any measure that would aim to restrict. The municipality could protect itself by levying a special tax. It is the legitimate merchant who is in the worst fix. The workingmen can combine to keep up the rate of their wages, at least to some extent; but merchants could not, by combining, prevent people from buying at the departmental stores. The only thing, within my ken, that the merchants can do is to be as up to date as the sun is on time.

A man, to be up to date, must have capital. Not necessarily a large capital, but a moderate one, and one that will place him in the position where he can save his discounts and take advantage of any bargains that may be utilized as leaders. Thus fortified, the nearer he can come to the cash basis of selling goods as well as buying, the nearer will he be in a position to compete with the evil born of the departmental store.



We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

AMERICAN STEEL MEN.

THE Bessemer Steel Association held its quarterly meeting at the Hotel Manhattan, New York, on the 10th inst. Major Bent, of Philadelphia, president of the association, presided. Though the officers refused to allow outsiders to hear the proceedings, and declared that only the usual business would be transacted, one of those in attendance admitted an effort would be made to obtain co-operation from firms not belonging to the association, so that trade throughout the country could be brought into thorough sympathy with the ends that the association sought to accomplish.

The Illinois Steel Co. and Schoenburger & Co., of Pittsburg, which did not enter into the agreement endorsed by members of the association when it was formed, had representatives at the meeting. Much it is believed will depend upon their action regarding propositions presented by a strong element anxious to have the trade throughout the country thoroughly organized and in perfect accord. Most of those present believed that all differences would disappear after the discussion.

Secretary Griscom said: "Our meeting was to transact the business which usually comes up quarterly. Sensational reports are all wrong and mislead the public. There

are no differences among our members that I know of. It is quite natural that we should not care to make our meetings public. The business concerns private, not public, interests."

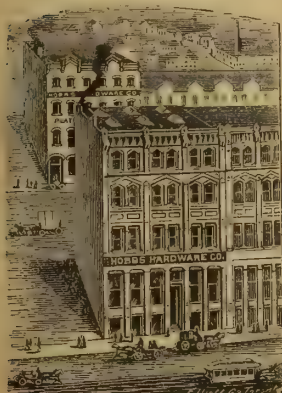
Geo. A. Dean, of the Mingo Junction Steel and Iron Co., denied the report that the association was likely to break up. He said: "When we organized there was an immense amount of steel billets in the hands of the middlemen. To-day the middlemen have not a ton in their possession. So much for the claim that the agreement not to deal with them has been broken. We are now ready to start anew, under better conditions for trade."

AN ENLARGED FILE WORKS.

The Nicholson File Co., of Providence, R.I., report that the additions, repairs and extensions upon which they have been engaged throughout their four factories during the past four months are nearing completion, and that they will soon be in a position to handle with ease the increasing volume of business. The constantly growing export business of this firm, together with the prospect of a considerably enlarged demand from the home trade upon the return of commercial activity and prosperity, necessitated some material changes about their works.

Consequently, an increased force of designers and draughtsmen have been engaged in designing and plotting improvements in both buildings and machinery. The capacity of the former has been increased by a more judicious distribution of some of the machinery, while the large new annealing house, completed but a few months previous, has been perfected. Other minor extensions have also been made. As for the machinery, a considerable number of new machines have been added in both the forging and cutting departments, while the productivity of the machines on hand have in many instances been doubled, and in some even tripled by improvements. A new idea in rasp machines has been conceived and perfected that will enable a vastly increased number of more efficient rasps to be turned out daily. Nor have the processes been overlooked, new ones having been introduced and old ones improved in all the departments. Altogether, the dull season during the past few months has proved valuable, they state, in enabling them to prepare more completely for the future, and they are in a better position than ever to handle any demands of business that may be made upon them.

Business is money when you attend to it properly.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK :

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK :

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

TRADE CHAT.

A DESPATCH from Vancouver, B.C., reads: Tin ore has been found on the coast north of here, and an assayer, who happens to be a Cornishman, says it is identical with tin from the Cornwall mines. The extent of the deposit has not been ascertained.

London's Court of Revision reduced the assessment for 1897 by \$37,725.

The tank at the Wallaceburg Glass Works has been rebuilt, and the fires are now going again.

H. G. Turnbull, a general storekeeper of Digby, N.S., has assigned and is offering 25c. on the dollar.

A local company has been formed at Thamesville to bore for oil in the territory adjoining that village.

The idea of copper-toed shoes was patented Jan. 5, 1858, by a Maine genius, who made \$100,000 out of it.

S. R. Break, late of the London street railway, has resigned his position as manager of the Wortman & Ward Manufacturing Co., London.

Lumber operators say that work is going on nicely in the woods in New Brunswick, though the muddy season has been a little against rapid work.

A contract has been granted to the Hamilton Bridge Co. for the construction of one of the bridges over the Trent Valley canal at a point called Auburn.

There goes to Australia by the next boat half a car load of school furniture consigned by the Canadian School and Office Furniture Co., Ltd., of Preston.

Mr. Laurier informed a deputation that waited on him that he was in favor of a 30-foot channel between Montreal and Quebec, and of 14-foot canals west of Montreal.

J. R. Jackson & Co., Guelph, have equipped their shop for the manufacture of bicycles of their own design. Their first wheel is now set up and ready for inspection.

A Harlem firm has this rhymed advertising card:

How very cheap! how very choice!
The people all are crying;
They praise our goods with cheerful voice,
And hark it up by buying!

The London Street Railway Co. are putting a new 536 horse-power engine in their power-house on Bathurst street. The engine and generator together will cost about \$10,000.

James Smith, founder of the James Smith, Son & Co. wholesale and retail harness establishment, Brantford, is dead. Deceased was an old and very highly respected citizen. As a wholesale harness man, he was very well known throughout Ontario, Manitoba and the Northwest Territories, having

done quite an extensive business in these provinces. He had been ailing for some time, and his death was not altogether unlooked for.

The C.P.R. car shops at Perth have been busy for some months turning out a new series of box cars of the increased standard capacity, viz., 35 feet long and carrying 60,000 pounds.

E. A. Cawsey, of Stratford, in company with Mr. Hunter, of Goderich, has been awarded a contract for four and a quarter miles of sewer work in Goderich. The figure is said to be under \$10,000.

The Pedlar Roofing Co., Oshawa, are shipping large quantities of goods every week and have their large plant running at full capacity. Two craftsmen are constantly originating designs to meet the demands of the trade.

The village of Acton has been placed by the underwriters in class "E," for insurance purposes, thus reducing the rate of insurance somewhat. This favor comes as a result of improved fire protection; an engine having recently been purchased.

The estimated cost of constructing a bridge over the Thames at the foot of King street, London, Ont., for the purpose of carrying sewer pipes alone was \$6,500. Now it is estimated that a high bridge for general traffic and for carrying the sewerage pipe can be built for \$10,000.

A piece of pianoforte wire recently tested at the Watertown Arsenal showed the extraordinary strength of 206 tons per square inch. The wire was one-twelfth of an inch in diameter; larger sizes give a tensile strength of 135 tons and upward per square inch. The metal contained 0.85 per cent. of combined carbon.

The main building of the new hub and spoke works and bending factory at Sarnia is completed, and the line shafting, made by Mr. John Goodison, of the Agricultural Implement Works, will be hung this week. The machinery will embody all the latest improvements and devices. It will employ a force of about 25 hands.

The Algoma Coal Co., Ltd., which will operate the Sudbury coal mines, has applied for a charter. The first directors are: Samuel Crane, Dr. Gordon, Wm. Wilson, Prof. Shuttleworth and John Hally. The applicants are: Messrs. Wm. Wilson, A. R. Gordon, J. Todhunter, A. Y. Scott, John Hally, D. G. Gordon, E. B. Shuttleworth and Samuel Crane.

Mr. Horace Porter, who is in charge of the oil operations of the American syndicate in Sarnia Township, returned from Pennsylvania last week, and is now making arrangements to pump the McGregor wells. A pumping rig will be put on to No. 2 well on the McGregor farm and the well will be

pumped for ten days as a test. If it holds out as an oil producer under the test, pumps will be put into the other two wells, and all of them will be run long enough to make a thorough test of their capacity—Sarnia Canadian.

The different banks in Windsor, Ont., which had, pending the result of the election in the United States, refused to accept United States currency for deposit are now satisfied that no loss can accrue to them through the acceptance of American money, and the boycott has therefore been raised. American money will now be taken at par as heretofore.

The new steamer Canada, of the Dominion Line, which left Liverpool at 5 p.m. October 29, arrived in Quebec at 11.30 a.m. on Friday, beating all previous records to the St. Lawrence. The Canada made the passage from Liverpool to Quebec in 6 days 23 hours and 30 minutes, correct time. She was detained somewhat by fog between Father Point and this port.

GERMAN ROLLING MILLS COMBINE.

The convention of German rolling mills purposes again raising prices. The trade, however, is inclined to resist this method of price advances. The complaint about high prices is general, particularly about the pig iron syndicate. The "Bochum Verein" publishes its annual report for 1895-6, showing an increase of business and profits. The report deals particularly with the decline of exports, the cause of which it sees in the state of production in Germany, which, it is complained, has to bear burdens in the shape of taxes, freights and other things, greater than those borne by foreign producers. The report expects an improvement, especially from a reduction of railway freights for iron ore. In former years exports amounted to about 50 per cent. of the total production. The large decline of exports shows that the country is not in a position to meet competing countries on neutral ground, still less so in highly-developed manufacturing countries. These statements command attention, since the "Bochum Verein" is one of the greatest iron and steel concerns in the Empire.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

CAVALIER AND PELHAM BICYCLES

Great improvements in 1897 Models.
Double Crown, Keyless Crank and Axle.
Plated Chain, Adjustable Friction Bar, Etc,



Write us for particulars before closing
your contracts for the coming season.

Caverhill, Learmont & Co.

MONTREAL.

Sleigh Bells

Back Bells
Body Bells
Strapped Collar Bells
Shaft Bells
Team Bells
York Eye Bells



Write for Quotations.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO.

BUY THE . . .

"M" BRAND 1896

HORSE SHOES * AND * HORSE NAILS

AND GET THE LATEST AND BEST.

MANUFACTURED BY **MONTREAL ROLLING MILLS CO.**

N. B.—Send for our Horse Shoers' Catalogue.



MODERN GLASS PAINTING.

THERE are many features in the history of modern glass painting and decorative art glass in general, writes "R. McC." in *The Painter and Decorator*, that make a study of such work highly interesting. Its rise in Canada has been rapid and astonishingly successful. The crudities of the early workers in glass have been most valuable in bringing about this almost phenomenal development.

The universal demand for novelties in all branches of art manufacture, which has been most marked during recent years, gave an impetus to the designer for and manufacturer of stained glass to so great an extent that the best talent of all countries has been actively engaged in producing work which, in a few decades, will be treasured for its artistic excellence.

While it is true that a vast quantity of bad glass painting has been done—a circumstance by no means confined to Canada—the art is fortunately redeemed by works of acknowledged merit.

Much interesting matter might be written concerning the growth and comparative standing of Canadian art glass, more particularly pertaining to memorial windows and the higher grades of civic glass, which, permit me to add, would be favorable to this country. There are many, however, who would prefer to know something about styles of work which are likely to be in more daily demand, viz.: glass for dwellings. In this the styles are legion, and, like all other commodities, regulated in price by widely separated figures in exact relation to the type of design and the materials employed in its execution.

A recent and very beautiful class of work is known as crystal art glass. It is almost limitless in treatment, and can be had in effective designs from \$1.50 to \$5 per square foot. Colonial, Italian Renaissance and Rococco are the ornaments mostly selected at present for use in this kind of work, although Elizabethan, Romanesque and the

other recognized styles lend themselves admirably to this important decorative feature.

The entire background of panels is frequently of perfectly clear glass, while the ornament can be of the same, but is more often composed of crackled and wavy glass of various makes, with or without glass jewels. The success of such work largely depends on the directness and strength of the lines composing it. It must be pure in style and faultless in workmanship, as being altogether white, or varied whites, as the case may be, irregular or defective curves, such as often pass in colored glass, are readily detected. The leads with which the pieces of glass are connected require to be of good form and varied in substance, according to the character and demands of the work. At times the effect of such glass is improved by the introduction of bevelled plate, but, as a rule, this item is better reserved for another class of work, in which the entire panel is formed of bevels, and about which I hope to write later.

It is my object now to impress upon those interested in leaded glass the importance of adopting "crystal art glass" wherever possible in preference to the vulgar incongruities so frequently seen even in houses of pretentious design.

If this were more generally done architects, painters and decorators would receive the thanks of their patrons, although the latter may have originally asked for "stained glass." Stained glass has its place in the dwelling, but that place should seldom be the transoms or entrance doors, and never be merely colored glass thrown together. Quite the contrary; it should possess a degree of artistic merit, and this certainly can be achieved if those interviewing or writing a firm about such work would insist upon good design, and allow a consistent price per foot for it.

The London and Petrolia Barrel Co. have shipped three carloads of barrels to Hull, Que., to be used in shipping pork to Europe.

EFFECTIVE CUTLERY DISPLAY.

A N effective show stand, in the shape of a shield, for the display of cutlery in the show window, is described by an English hardware merchant in a London trade journal. He says: "The shield is made by getting three pieces of board 2 feet 6 inches long, by 11 inches wide, by ½ inch thick, laid flat, side by side. Then mark off 2 feet 2 inches for the width, and then draw a line at 1 foot 1 inch down the centre. With a pair of compasses, or a piece of string on a nail, mark off the sides. Then cut it round the mark with a saw and it will be ready to put together, which is done by placing strips of wood, 3 inches wide, across the back, three of which is sufficient, nailing with 1¼-inch wire nails which will clinch down. Then get a piece of wood 2 feet long, by 6 inches wide, by ½ inch thick, and fix to the top strip with a 3 inch butt hinge or pair of back flaps, which will form a stay for supporting it in the window, the bottom of which should be cut out V shape. Additional support can be had by putting in two screw eyes on the edge near the top and fixing two in the floor, and then strained with thin wire. Cover the board with green baize, tacking it at the back. Cut a crescent-shaped piece of paper and tack it on the shield loosely, so as to be easily removed, and then get some narrow black flat elastic, ½-inch wide, and nail it round the paper almost flat with brass chair nails 1 inch apart, which will suit every knife or fork haft. Repeat the same thing lower down for the carvers, and fill in the space with loops for nutcracks, cork screws, scissors, penknives, or any article in stock suitable. Next cut some small tickets the same shape as the shield and tack under each knife or carver, etc., with the price marked in plain figures. This will make a very attractive shield and increase the sale of cutlery. The shield can be made to hang up by fixing two looking glass plates at the top, and can be made any size to suit the stock or the size of the window.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star, Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

CHRISTMAS PRESENTS TO BUYERS

A CONTRIBUTOR to Ironmonger has the following in a recent issue of that journal:

To treat this holly-and-mistletoe-season subject before the summer is quite over seems like intruding an interesting topic at an inappropriate time; but the reasons for directing our readers' attention to this matter are likely to receive calmer consideration at any time rather than during the festive season itself. Like other customs which have reached down from our forefathers, the practice of present-giving at Christmas has much to commend it to the minds of men; but, unfortunately, we frequently fail to discriminate between cases where the offer and acceptance of a gift permit of no suspicion of an ulterior motive, and those other and widely different cases where both giver and taker tacitly acknowledge the equivocal character of the transaction by taking precautions to ensure secrecy respecting it. Probably it is through overlooking this important distinction that many estimable and honorable people continue the practice, having deluded themselves into believing that, as Christmas is comparatively a time for open-heartedness and generosity, therefore all gifts are offered in a truly liberal spirit, and received without a vestige of dishonor. Alas that candour should induce the remark that even a short experience of life is sufficient to entirely dispel such a notion as that. We cannot too carefully distinguish between gifts which are the outcome and pledge of

friendship and affection, and those pinchbeck imitations thereof which spring from entirely different motives. We are convinced that, under ordinary circumstances in business life, the incentive prompting the offering and receiving of gifts will rarely bear close scrutiny. It is impossible to overcome the suspicion that in many instances the present would never have been offered but for the giver's hope that the recipient would thereby be constrained to make an adequate return by buying freely and by accustoming himself to view leniently defects in quality and excesses in price. Such, at any rate, is the opinion which may be formed concerning the motives of those who, without necessity or pressure, offer presents to persons whose employer's interests are thereby jeopardised. It is, however, but fair to say that numbers who make gifts to business acquaintances do so because others (i.e., their competitors) do, and also because there are buyers and inspectors who are unprincipled enough to reject and condemn satisfactory goods unless the "usual consideration" is tendered. Hence many sellers—retail as well as wholesale—detest the practice, and wish it were possible to put an end to it. It is on this account that we now refer to the matter, because before many weeks have elapsed sellers of every class will be solicited for gifts, and many will hesitate to refuse, fearing that rivals will comply, and therefore benefit by the patronage of those whose claim is based on their ability to govern the direction of the stream of orders. Manufacturers have stated, over and over again, their strong dislike to the practice alluded to, and their desire to stop

it, but beyond this no steps have been taken. Probably, however, those who protest are hardly powerful enough, unaided, to stem the tide. On this account we suggest that employers of professional buyers, and others who depend upon, and pay for, the services of men not vitally interested in their master's success, should state their views on the subject. If it turns out that these strongly disapprove of their servants receiving presents, then wholesalers will possess ample warrant for non-compliance with, and discontinuance of, a bad custom. And we think also that manufacturers' associations might well consider this subject, and endeavor to promote concerted action among their members in this particular. They have proved their power to regulate prices and to control excess of zeal; they might also confer an enormous benefit upon all honorable men in business by using that power to resist what has become a serious abuse—nay, more, "a malignant canker."

ADVANCE IN LUMBER.

An advance of 50c. to \$1 per 1,000 feet in lumber has been made in Chicago, and the tone is strong at the advance. It is predicted that increased activity in preparations for building will cause further advances. More interest is being taken in lumbering in Canada. It is understood that lumbermen are making arrangements to carry on this winter's operations on a larger scale than was contemplated a month ago.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR...

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, NOV. 13, 1896.

HARDWARE.

THERE has been little change in the general hardware situation during the past week. Goods have been moving out freely to secure the low water freights, but the amount of actual new orders received has been small on the whole. Current orders have been chiefly devoted to horse nails and horseshoes, screws, copper wire, copper rivets, coil chain, sporting goods, churns, clothes wringers, tools, saddlery supplies, skates, ware and cement. Plain and barb wire, cut and wire nails, tacks, rope and cutlery rule extremely quiet as a rule. The reduction in the price of barbed wire has not induced any improvement whatever; in fact, when reductions have been made with the idea of inducing business this season, they seem to have had a contrary effect.

PLAIN WIRE—There is practically nothing doing in wire, only a few small lots of hay-baling being asked for. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—Business continues dull, the reduction on the 1st having no appreciable effect on the demand. We quote: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Business in these remains much as it was last week. Discounts, 70, 10 and 5 f.o.b. in Quebec, 70 and 12½ in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12½ in Maritime Provinces and British Columbia, and 67½ and 5 in Manitoba and the Territories.

CUT NAILS—There is only a moderate demand for these, the basis being \$2.75 f.o.b. Montreal.

HORSE NAILS—Demand for these has been fair, but orders are somewhat restricted in size. Discount remains at 50 per cent.

HORSESHOES—Orders for these have been coming in to a fair extent at the decline. Both iron and steel shoes are being asked for. We quote; Iron shoes, \$3.50; steel shoes, XL 304, \$4.50; ditto o and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—No change to report in these.

SCREWS—Demand continues fair. Discounts: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—There is a quiet demand for both, with the average discount on jobbing lots 12½ per cent.

TIRE BOLTS—Quiet and unchanged. Discounts are 65 and 10 per cent.

CARRIAGE BOLTS—Trade is dull at 60 per cent.

IRON RIVETS AND BURRS—Orders for these have been noticeable, but for moderate quantities. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER RIVETS—Continue at 50 per cent discount, with a moderate demand.

ROPE—Very little business passing. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CHAIN—There is a moderate enquiry for coil chain.

CUTLERY—Only a few small sorting orders are noted.

SPORTING GOODS—There is little change in these, orders for guns, ammunition, etc., still forming part of the general demand.

SHOT—As before, 6 to 6½c., with 17½ per cent. off.

CHURNS—Quite a few churns are being taken. Discount, 70 per cent.

CLOTHES WRINGERS—Little alteration in demand to report, the basis being \$26.50.

TOOLS—The enquiry is of a moderate character, and confined to snow shovels, spades, scoops, etc.

AXES—A fair enquiry is noted for axes at \$5.50 to \$7.

BUILDING PAPER—Some fair orders have been shipped this week. We quote: Plain building, 30 to 32c.; tarred lining, 40 to 42c.; and do. roofing, \$1.40 to \$1.50.

SADDLERY SUPPLIES—Quite a few lots of whips, halters, surcingles, etc., have formed part of this week's shipments.

SKATES—Demand for these is increasing.

WARE—Both plain iron and enameled and granite ware have been asked for lately.

BELTING—There is no change in this, and we quote 40 to 45, 10 and 55 per cent. according to grade.

CEMENT—Quite a few good lots of cement, in all possibly 2,000 barrels, have gone west this week, about half English and half Belgian. We quote: English, \$1.90, and Belgian \$1.80.



McClary "Belle"

A Cheap and Highly Finished Heating Stove for Coal.

Bright, polished Iron Body, with Brick Linings and heavy cast Dump Grate; Ash Pan; Legs bolted to Stove and cannot fall out; 7-in. Pot Hole for kettle; Swing Top, with Fancy Nickeled Urn and Shaker.

Just the thing for a small room.

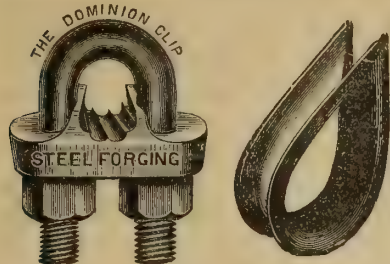
Height over all, 49 inches. Diameter of Polished Iron Body, 9 inches.

LIST PRICE, \$8.94

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL,
WINNIPEG, VANCOUVER.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

The Material

We use for the manufacture of our "C" brand horseshoe nails is a superior quality of Swedish charcoal iron nail rods, which are especially selected and made for the purpose. Quality is our first consideration in the material we use. We could not make good horse nails out of cheap stock. The buyers of our "C" brand horse nails can rest satisfied that they are getting the best value for their money, and giving their customers a nail that is bound to satisfy the most critical. Our name and trade mark (the letter "C") is on each box.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCHFactories of the ST. GOBAIN CO. makes the Best
Shop Windows. The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

FIREBRICKS—Have been in fair enquiry, and continue steady at \$16 to \$21 per 1,000, as to brand.

METALS

There has been no material change in the position of any leading staple during the past week. The strength in tin plate, Canada plate, and galvanized plates, is firmly maintained, and likely to continue, while copper has shown a firmer tendency, and sellers are asking more for round lots than they were. The dulness in pig iron still rules and values continue unsettled on domestic bar iron.

PIG IRON—There have been some further contracts executed for Hamilton pig here, aggregating 200 tons on the basis of \$18. This iron is increasing in favor in this market. Business in Nova Scotia brands has transpired at \$16.75 to \$17, and sellers manifest a rather firmer disposition. Nothing whatever is doing in Scotch pig. We quote: Hamilton, \$18 to \$18.50 for No. 1, and \$17 to \$17.50 for No. 2; Ferrona, \$16.75 to \$17.50; Siemens, \$16.75 to \$17.50; Summerlee, \$19.50; Carron, \$19.50; No. 1 Ayrshire, \$18.50; Eglinton, \$18, and Carnbro', \$18.

BAR IRON — It is claimed that there was further shading in bar iron this week, and though the price named, \$1.35 for a round lot, could not be confirmed, values have an unsettled tendency at \$1.40 to \$1.45 as to quantity.

HOOPS AND BANDS—There is a moderate demand for domestic band iron at \$1.75.

SHEET STEEL—Trade continues quiet, but prices are steady under light stocks at \$2.60 to \$2.75.

SHEET IRON—Business is confined to orders for small lots on the basis of \$2.50.

TINNED IRON—There is no change in this line, the basis being from \$5.50 to \$5.75 up to 24 gauge.

GALVANIZED IRON—The high through freight rates have checked import business in these. Demand in a jobbing way is not very noticeable. Values are firmly held and a buyer could not do better than \$4.50 this week for good brands.

LEAD PIPE — A fair enquiry in a jobbing way is noted for this line. We quote 7 to 7½c., with 30 and 5 off.

PIG LEAD—Business quiet and prices firm in sympathy with outside markets, at \$3.25.

PIG TIN—The easy feeling abroad on tin is somewhat abated. We quote this week, 15½ to 16c.

INGOT COPPER—Advices have been rather firmer on copper, and prices are held steady here at 12c.

SHEET COPPER—Quiet at 16c.

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

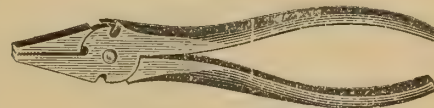
BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference :

Imperial Bank; Toronto.

HENRY BOKER'S



WARRANTED

Fencing Pliers

Unsurpassed in Quality and Pattern.

Rice Lewis & Son
TORONTO

Varnishes

No better varnishes are made anywhere, by any one, than we make. With very few exceptions in the whole world, there are no varnishes as good as we make.

Good varnishes are made of good gum, of the right kind, Genuine Linseed Oil and pure Turpentine. For gums we have, through our connections with Pratt & Lambert, the pick of the world. Our oil and turpentine are the purest money can buy. We have a varnish maker who knows how to put these articles together to make varnish that's good.

The Cottingham Varnish Co.

LIMITED

Mfrs Pratt & Lambert's Varnishes

Montreal.

IRON PIPE—Fair orders for iron pipe are noted, and the tone is steady. Discounts are . $\frac{3}{8}$ to $\frac{1}{2}$ inch, 65 per cent.; $\frac{3}{4}$ to 1 inch, 70 and 5; $1\frac{1}{2}$ to 2 inch, 70 and 10; and $2\frac{1}{2}$ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—There has been no change in these, the firm feeling already noted being fully maintained. We quote values firm at \$2.45 to \$2.50.

TIN PLATES—Stocks of these, it is now established, are lighter than anticipated. As a consequence, importers have been compelled to place orders at a higher cost price than they could have bought for a month ago. We quote: Cokes, \$2.90 to \$3, and charcoals, \$3.40 to \$3.80 as to grade.

TERNE PLATES—Firm but quiet, at \$5.85 to \$6.25, as to grade.

SOLDER—There is a quiet demand for solder at 11 $\frac{1}{2}$ to 12c.

SHEET ZINC—Is in fair jobbing demand at 5 to 5 $\frac{1}{2}$ c.

SPELTER—No further low offers are noted this week. We quote \$4.50 to \$4.75.

ANTIMONY—Continues steady at 10c.

GLASS.

There is nothing new in the glass market, business being fairly good. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

The approaching close of navigation has induced a rush to get forward goods in order to secure the advantage of the low water freights. The movement in all lines is of increased volume as a result. Values generally are steady. English advices on linseed oil are easier, but prices are unchanged. Seal oil has advanced.

WHITE LEAD—In fair request and steady. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Values are steady under a fair demand. We quote: Pure, 4c. in casks, and 4 $\frac{1}{4}$ c. in kegs; No. 1, 3 $\frac{3}{4}$ c. in casks, and 4c. in kegs.

LIQUID PAINTS—There is a fair enquiry for these.

LINSEED OIL—Is a trifle easier in England, but is unchanged on spot at 47c. for raw and 50c. for boiled, net 30 days; 5 and 9 barrels 1c. less per gal.

TURPENTINE—There has been no change. Business has been active and prices steady. We quote: 44c. in single barrels; 5 barrels 1c. less, net 30 days.

SEAL OIL—Has advanced 2 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. and is firmly held.

CASTOR OIL—Held strong at 9 to 9 $\frac{1}{2}$ c.

NAVAL STORES—Business quiet. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

All heavy chemicals are being rushed forward previous to the close of navigation. We quote: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

There is a fair enquiry for petroleum and prices have a stiffening tendency. We quote: Canadian, 16 $\frac{1}{2}$ c. and American, 20c., in single barrels; car lots, of course, being had for less money.

HIDES.

There is no change in hides, dealers still paying 7, 6 and 5c., for the three grades, and asking an advance of $\frac{1}{2}$ c. on those prices.

ASHES.

Continue quiet and steady. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

MONTREAL NOTES.

Linseed oil is cabled easier from England, but there is no change on spot.

Seal oil has been advanced 2 $\frac{1}{2}$ c., round lots between dealers having brought 51c.

Stocks of tin plate here, except in one or two instances, are down very low, and importers have had to pay higher prices to secure fresh supplies.

Cables on copper recently have been firmer, and the fact has steadied the disposition of holders here.

Caverhill, Learmont & Co. handle the well-known Cavalier bicycles, made by the National Sewing Machine Co., Belvidere, Ill. Ladies', gentlemen's, tandem gentlemen's and combination ladies' and gentlemen's wheels. They also represent the A.D. Meiselsbarl Co., Milwaukee, Wis., who manufacture the Pelham bicycle. Caverhill, Learmont & Co. are the sole agents in Canada.

ONTARIO MARKETS.

TORONTO, Nov. 13, 1896.

HARDWARE.

THE volume of business in the wholesale trade of Toronto, during the past week, has been much the same as it was the preceding week. Orders for ordinary fence wire have been coming in a little better during the past week. Barb wire is about as dull as ever. The improvement noted in nails has been maintained. A nice trade is being done in rivets and burrs.

Trade in rope is a little more satisfactory than it was. Churns and wringers are both experiencing a slightly better demand. In the way of tools, grain, scoops are at the moment receiving the most attention. An improved business is to be noted in axes. Fall specialties generally are in active request. Granite ware is in demand, but very little attention is being paid to tinware. The demand for sporting goods has fallen off a great deal since the beginning of the month. Payments are fair.

ORDINARY FENCE WIRE—Orders have been coming in slightly better for oiled and annealed, galvanized and hay-baling wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

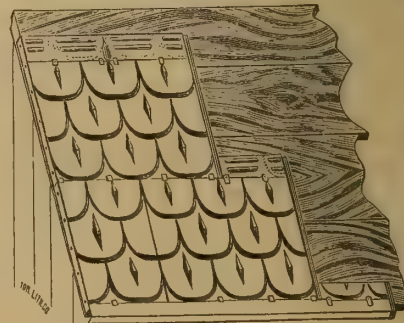
PLAIN WIRE, ETC.—There is about the usual demand for tinner's purposes, but there have been a few good orders received from manufacturers of certain articles during the past week. We quote: Tinner's, coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—There is practically nothing doing. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—The improvement noted last week has been maintained. Discounts are 70 and 12 $\frac{1}{2}$ Ontario, with de-

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

**THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.**

livery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—Trade in this line is also a little better than it was. Base price \$2.75 per keg. Freight prepaid on 10 keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is improving nicely. Discount 50 per cent.

HORSESHOES—A further improvement is to be noted in the demand for this line. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Trade is fair, but without special feature. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is moderate. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is still quiet. Discount, 60 per cent.

RIVETS AND BURRS—While the demand is principally for copper rivets, a good many tinned have been called for. An increased demand is also reported for the bifurcated. We quote: Stove bolts, 60 and 10; black and tinned tinner's rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Trade is much as before. Discount, 17½ per cent.

ROPE—A little improvement is to be noted in both sisal and manilla rope. The sizes chiefly in demand range from 5-16 to 1 inch. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—There is a little sorting up being done, but trade on the whole is slow. The demand is chiefly for butchers' knives.

SPORTING GOODS—Business has fallen off a great deal since the beginning of the month, although a good many game traps are being called for.

CHURNS—Orders are coming in more freely, both for wood and steel. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—A slight increase in the demand is to be noted. We still quote \$26.50 for small quantities.

Art Metal Work and FOR INTERIOR EXTERIOR FINISH

We make the largest variety, most accurate fitting, ornamental, durable and reliable in the Dominion. No imitator has anything equal. No light-weight, trashy stock used in our makes. **Prices right.**

Metallic Roofing Co., Ltd., Wholesale Mfrs. Toronto

TOOLS—The demand is nearly altogether for scoops although a few spades and shovels of the cheaper grades are moving out. Snow shovels are being regularly called for. It is principally steel that are wanted. A few orders have also been received for draining tools, but in this line trade is quiet. Steel snow shovels are still quoted at \$2.60 to \$2.75.

AXES—Are now moving quite freely. Orders are principally of a sorting-up nature. The idea as to price is from \$5.25 to \$9.

BUILDING PAPER—No further change has taken place and trade in general is fair. We quote: Plain building, 30c. per roll; tarred lining, 40c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—No falling off is yet to be noted. Cow ties and rope halters are active and there is a fair business being done in sleigh bells.

CEMENT—Business is quiet at \$2.75 for Portland.

SKATES—The demand continues to improve, and enquiries for prices are coming in daily.

GRANITE AND TINWARE—The orders for the former are for nice sorting-up parcels. In tinware a slight improvement is to be noted, covering a general range.

LEATHER BELTING—Quiet. We quote: Standard, 45 and 10 per cent; extra, 40 per cent.; agricultural, 55 per cent.

METALS.

The metal market is strong, with the tendency of prices upward.

PIG IRON—The market is from 50c. to \$1 per ton higher than a week ago. The advance appears to be more marked in Southern pig iron than in any other kinds.

BAR IRON—While the orders are not large, still there is a fair amount of business doing. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade is fair at \$2.25.

SHEET STEEL—Stocks of the lighter gauges are low at present; in fact they are almost exhausted. The demand has been good. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—Trade is only fair, not any large orders having been reported. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—A further advance in price in this line has taken place. Figures are now guaranteed. Gordon Crown, 28 gauge, is quoted at 4¾c., and Queen's Head at 4¼c. Case lots are ¼c. less than the above figures.

TINNED IRON—A few orders have been received during the past week, and business is a little better than it was. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6½ to 7¾c. per lb.

LEAD PIPE AND TRAPS—The demand for pipe is fair. We quote as follows: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Still quiet. Discount, 60 and 5 per cent.

PIG LEAD—Prices are firm and trade moderate. We quote 3¼c. for ton lots and 3½c. for small lots.

INGOT TIN—Prices are ruling firm at 15 to 16c. according to quantity.

INGOT COPPER—Trade is quiet with prices firm at 12 to 12¼c.

SHEATHING COPPER—The demand for ordinary has been rather slow, but for roofing and braziers' there has been a fair enquiry. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade has been good during the week. Jobbers' discounts are still as follows: $\frac{1}{4}$ -inch, 65 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ -inch, 67½ per cent.; $\frac{3}{4}$ to 1-inch, 70 and 5 per cent.; $1\frac{1}{4}$ to $1\frac{1}{2}$ -inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: $1\frac{1}{2}$ inch, 6½c.; 2-inch, 7¾c.; $2\frac{1}{2}$ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business continues fair. We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade continues active, and repeat orders from customers throughout the country have been received. There are a few boxes of all-bright on the market, and they are being held at \$3.10 to \$3.25 per box. From stock the following is still the ruling idea: \$2.35 for half-polished and \$2.50 to \$3.25 for all-bright, according to quality.

TIN PLATES—Trade is only moderate. Prices have advanced in coke, 14 x 20 being held at \$3, and squares at \$3.15 basis; 20 x 28, \$6 to \$6.25. Other kinds we quote as follows: Charcoal, M. L. S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50, basing on 14 x 20; odd sizes on the same basis.

COIL CHAIN—The demand is increasing, and prices are firm. We quote: $\frac{1}{4}$ in., 4½c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Trade during the past week has been fair. Prices have advanced again and we now quote as follows: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—A further advance has also taken place in this line, although business is not very brisk. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL

The situation is much the same as a week ago, both in regard to business and prices. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 27½ to 32½c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7¾c. per lb (bottoms), heavy scrap copper, 7½ to 8c.; new light, 7 to 7½c.; light scrap

Perusal of our "Book on Files."

+
Trial of our Files
=
Conviction that *they are the best.*

SEND

FOR THE

"BOOK"

450 Illustrations

MENTION THIS PAPER

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6 to 6½c. scrap lead, 2c.; zinc, 1½ to 1¾c.; scrap rubber, 3¼ to 3½c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs.

GLASS.

Business in plate glass is moderate in proportion and is not as good as the trade would like to see it. The demand for plate glass is still active. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

A good many orders are being received for white lead, but only a small proportion of them are for ton lots. Some of the dealers, in anticipation of higher prices, are putting in heavier stocks. Linseed oil, in both England and the United States, has been weaker, but on Thursday there was slight recovery on the Chicago market, and a better feeling prevails in consequence. Turpentine, up to within a few days ago, has been advancing in the South, but about the middle of the present week prices began to recede again.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c.; boiled, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; freight allowed;

in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 8c. per lb. and 8½c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-b. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

SEEDS.

Prices for fine alsike are being fully maintained. The demand for medium and low grades is not as brisk as it was. Prices range all the way from \$3 per bushel for common to \$5 to \$5.75 for choice to fancy. An occasional small lot of timothy is offering at from \$1.20 to \$1.50 per bushel f.o.b. point of shipment. A few small lots of timothy are offering at from \$4 to \$5.50 per bushel. The range in the price of timothy is much wider than usual, on account of the difference in the quality of the seed offering.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 7¼ to 7½c. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheep and lamb-skins, 65c.

WOOL—The market is unchanged. Dealers are paying 20 to 21c. for fleece, but offerings are limited. Pulled supers are 20 to 21c., and extras, at 22 to 22½c.

PETROLEUM.

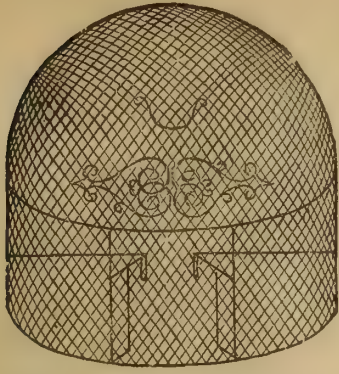
A good active trade is to be noted this week, with prices as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Coke tin plates are quoted higher.

Galvanized iron is from 20 to 30c. per 100 lbs. dearer.

The Canada Horse Nail Co., of Montreal,



SPARK GUARDS...

Brass and Blued, Open or Close Top, standard sizes in stock, special sizes made to order. Barrel Cinder Sifters, full line in stock.

Write for Catalogue and Price List.

Manufactured by _____

The B. Greening Wire Co. Ltd., HAMILTON, ONT.

are issuing a neat little souvenir in the shape of a match box which the firm will, no doubt, be willing to send to the trade on application.

Turpentine has taken a weaker turn in the South during the last two or three days.

The stock of J. Moses, hardware merchant, Toronto, has been bought by Mrs. Moses.

Sheet zinc is $\frac{1}{4}$ c. per lb. dearer. A similar advance has also taken place in zinc spelter.

Sanderson Percy & Co. have a shipment of "Star" and "Double Diamond" window glass arriving this week.

The Wightman Sporting Goods Co., of Montreal, are offering special lines in snowshoes and moccasins at right prices.

H. S. Howland, Sons & Co. are in receipt of shipment of metallic cartridges and loaded shells, and for the balance of the season are prepared to fill all orders at sight.

The Wightman Sporting Goods Co., of Montreal, are making a special push in

snowshoes, skates, hockey sticks, etc., for this winter's trade. Intending purchasers will do well to write for quotations.

UNITED STATES MARKETS.

NEW YORK, Nov. 13, 1896.

PIG TIN—Under the influence of decidedly better advices from London the market gained in tone and prices improved to the extent of about 10c. per 100 lbs. Sales to consumers and the out-of-town trade were better also, and the movement in that way aided the market despite rather bearish tendencies in the purely speculative quarter. Five-ton lots for prompt delivery were quoted at 13.10 to 13.15c. from store, and 13.15 to 13.20c. f.o.b., with sales at those figures.

COPPER—Large sales of ingot were closed for both export and some trade account. The quantity could not be ascertained and the prices were not uniform, but such as to warrant the statement that the basis of 11c. for Lake Superior ingot is not far from the mark. The business involved deliveries extending

through the first three months of 1897. Prices are now higher, with 11 $\frac{1}{8}$ c. for Lake Superior ingot, 11c. for electrolytic and 10 $\frac{3}{4}$ to 10 $\frac{7}{8}$ c. for casting stock quite generally quoted.

PIG LEAD—Demand was quite lively here and in the west, a considerable business resulted and more would doubtless have gone through but for very light offerings. Prices are strong at 2.95 to 3c. for common domestic. London cable quoted £11 7s. 6d. for soft Spanish.

SPELTER—The market is very firm at 2.95 to 4c., with only inferior brands obtainable at under the outside rate. Fair sales only are being made here, but a good business is passing in the west. London cable quoted £17 10s. for good merchant brands.

ANTIMONY—There is a very fair business and little change in prices. Regulus quoted at 7 $\frac{1}{4}$ to 7 $\frac{3}{8}$ c. for Cookson's, 6 $\frac{3}{8}$ to 6 $\frac{1}{2}$ c. for Hallett's and 6 $\frac{3}{8}$ c. for Japanese.

TIN PLATE—Prices are held firmly for both American and foreign plate, prompt or

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

future delivery. Business continues rather slow, however, and the demand is moderate.

IRON AND STEEL—The tone of the market generally continues strong, but no further changes in price have taken place. Business is not particularly brisk, but probably as good, in all but a few departments, as usual at this season of the year.

TRAVELERS' MUTUAL BENEFIT.

THE Dominion Commercial Travelers' Mutual Benefit Society held their quarterly meeting last Saturday evening in the association rooms, Board of Trade, Montreal. The nomination of officers and trustees for the ensuing year was the chief business. The old officers, however, performed their duties so satisfactorily that the meeting re-elected them by acclamation.

Mr. D. Watson moved, "That, in view of the increasing condition of the society, the secretary-treasurer, which is now combined and held by one person, be divided and held by two different persons." This was carried unanimously.

Two notices of motion by Mr. R. W. McLachlan, for "a rebate of 5 per cent. to be allowed to all members who settle for six annual assessments in one payment in advance," and "that forty years be the highest limit of age for all new applicants," were defeated.

Mr. Chas. Gurd, in the absence of Mr. McLachlan, moved "that bi-monthly assessment fees be increased 25 cents on all new members." In answer to questions, it was stated that while there was a surplus over and above the receipts of last year, with 11 death claims this year, the capital account would be reduced by \$1,000, notwithstanding that there were 40 new members, the assessment realizing nearly \$10,000. It was finally decided to increase the assessment on the following basis: From \$1.10 to \$1.20; from \$1.20 to \$1.35; from \$1.35 to \$1.50; from \$1.50 to \$1.75; from \$2.00 to \$2.25; and from \$2.50 to \$2.75.

Mr. Geo. O. Stanton was offered the presidency for another year, but he declined, when Mr. Fred. Hughes was unanimously elected to the position. Mr. Hughes briefly returned thanks.

Mr. David Watson was elected vice-president and Mr. George O. Stanton the first treasurer.

Five directors retired by rotation this year, but as Mr. John Dwyer had been appointed by the board to replace Mr. Marceau, and the election of Mr. Watson as vice-president had created another new vacancy, seven new directors were required, and the following were nominated and declared elected: A. S. Campbell, John T. Dwyer, Fred. Birks, E. H. Copeland, J. H. Morin, John

Taylor and Robt. White. The last two gentlemen will hold office for one year, and the others for two years.

The annual meeting of the Dominion Travelers' Association will be held on Friday, Dec. 11.

A NEW IDEA IN PEDALS.

A clever combination of pedal and crank has been invented by Mr. Arthur Bills, United Cycle Works, 10 Union road, Clapham, S.W., a very old hand at cycle-making, who states that several large firms are already prepared to manufacture the pedal on royalty. Mr. Bills, remarks an English exchange, is not quite as explicit as could be wished in explaining the invention, but, if rightly understood, it is a complete revolution in pedal-making; for instead of a pin being fixed in the crank, and the pedal-frame revolving on the pin, the frame, which is very simple and light, is permanently attached to the pin, and the pin revolves on ball bearings in the crank. For this purpose the end of the crank is enlarged, and recessed on both sides, so as to form ball-races. If this is the correct interpretation of Mr. Bills' explanation, and if, moreover, the ball-bearing connection of the crank and the pedal is found in practice to be sufficiently strong and rigid, the invention certainly seems a step in the direction of simplicity, and may not improbably be extensively used. The pedal is adjustable in width to suit different sizes of feet by means of an adjusting screw at the outer end.

AN IMPORTANT DECISION.

In the United States Circuit Court, Chicago, on Saturday last, Judge Showalter issued an order of far-reaching importance to the telephone industry, in which the court practically puts an end to the alleged right of exclusive manufacture held by the Western Electric Co. The order made in the case is to the effect that the Watson telephone switch patent expired July 30, 1895, by virtue of its having been taken out in Canada by the inventor July 30, 1880. The discovery that a Canadian patent had been issued on the invention was made only recently by the Western Telephone Construction Co., which concern was principal defendant in the suit brought by the Bell and Western Electric combination. The court has had the case in which the Western Electric Co. charged infringement upon advertisement since last summer, and in the meantime the Western Telephone Construction Co. discovered this new evidence. Aside from ordering the admission of this testimony yesterday, Judge Showalter could do nothing further until he renders his decision. Under the decision in the Bates Refrigerator case the discovery of the Canadian patent

shortens the time of the Watson concession five years, it having been ruled that a patent taken out in a foreign country acts against a later patent issued in the United States.

SENATOR GEO. A. COX.

THE appointment of Mr. George A. Cox to the Senate is a most commendable one from a business man's point of view, whatever it may be from a politician's standpoint. It is on a par with that made by Sir John Macdonald when he called the late Mr. John Macdonald, the well-known dry goods merchant, to the Upper House.

Mr. Cox is a self-made man, who, by the business instincts and common sense which he possessed, has made for himself a name in the commercial world. The important position he holds in the banking and insurance institutions of the country are proofs enough of his ability if we had no other evidence.

The Senate should to all intents and purposes be an institution where men, independent in thought and rich in business common sense, should sit. The members may not have a great deal to do, but that which falls to their lot should be done well. If they are blinded by party prejudice, or are men of small mental calibre, they are obviously incapacitated from doing this.

Mr. Cox no doubt has his political sympathies, but he has never been a politician, a negative quality which increases his fitness for the position to which the Government has been pleased to call him.

HARDWARE AND METAL has for some years advocated the election or appointment of practical business men to Parliament in place of the professional politician, and it is, therefore, with satisfaction that we see another stone added to the edifice which we have been trying to erect.

Sporting Goods . . Leading dealers in all kinds of
WINTER SPORTING GOODS

COMPRISING—

Snowshoes, Mocassins, Skates, Hockey Sticks, Punching Bags, etc.

Our **Hockey Sticks** are the finest shapes on the market, and the prices right. We are the leading house on **SNOWSHOES** and our **MOCCASINS** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.

HOW DAMASCUS GUN-BARRELS ARE MADE.

THE United States Consul at Liege says that an important feature of the manufacture of gun-barrels in his consular district is the production of the entirely hand-made Damascus barrel for sporting guns in the valley of the Vesdre, province of Liege. The manufacture of Damascus barrels has increased very much in recent years. Barrels of medium value are made of coke iron and steel, but superior barrels are manufactured from charcoal iron and steel.

By an ingenious marriage of these metals a composition is obtained which admits of the fabrication of barrels offering all the desirable guarantees of solidity and resistance. Some years ago forges and workshops were entirely engaged in making iron barrels, and there were but few barrel-makers who produced tubes or barrels known as "twist-barrels." The ingot for the production of the curled Damascus, which is the favorite design for fine guns, is composed of about thirty sheets of iron and steel, each having the thickness of 4 mm. and a breadth of 120 mm., which form a square mass about 50 cm. long, and are enveloped in a box of common thin sheet iron or by small wires at each end.

The package thus prepared is put into an oven and welded together at the lowest possible temperature. Too great a heat

destroys the metal, and yields a burned Damascus, showing a small, if any, design. Each barrel receives 150 welding-heats while being forged, making 300 heats for a double-barrel. If one of these welding heats is unsuccessful the barrel may be a failure, either by the alteration of the Damascus or by a trace of the smallest imperfection in welding. Swedish iron is not used in forming curled Damascus, only refined charcoal iron of Belgium, which gives a greater contrasting hue to the steel, and can be welded at a lower heat.

After the ingot is welded it is rolled into small square rods of 7 to 9 mm., according to the design of the Damascus desired. The rods are then drawn into ribbons by the barrelsmiths, in whose hands they undergo a high degree of temperature, in order that every metre of the rod shall show 200 twists. Here, again, the superiority of the charcoal iron is noticed in the fine twist; coke iron can only be imperfectly twisted, and gives a coarse Damascus. The more charcoal iron is hammered by the smith the harder it becomes, and the metallic elasticity is increased, while the contrary effect takes place in compositions made from coke iron.

The rods twisted in this manner are united in groups of two and six together, according to the thickness of the barrel at the muzzle. The twists are less at the thickest part of the

barrel, gradually increasing as the barrel becomes thinner. The ribbon thus prepared is wound round a mandrel, forming a spiral, inside which is placed a sleeve, which gives a stiffness to the roll after the mandrel is taken out, and also aids in welding the barrel. After the barrel is welded and forged this sleeve is bored out, the barrel straightened, made lighter, polished and ground on a grindstone, which gives a more perfect equality in the thickness of the tube than can be obtained with a lathe. The barrels are then garnished and trimmed, which consists in uniting both barrels together with tin or brass. The principal countries to which these barrels are exported are the United States and England. About half the barrels made in the valley of the Vesdre are sold to the manufacturers in Liege to be mounted.

A BIT OF HISTORY.

Twelve years ago the Rochester lamp was laughed at and derided by all the prominent manufacturers. Great difficulty was experienced in finding one to undertake its manufacture. To-day there is no corner of the civilized world so obscure that its light is not seen and admired therein. From one man and a few boys in a single room, the force in its production now numbers thousands. It has achieved the highest distinction at every exhibition where shown. Its output is counted by millions. Warehouses and salesrooms in New York, London, Paris and Toronto are now required to supply the ever-increasing demand.

TWO UP-TO-DATE STOVES THAT CAN'T BE EXCELLED.

The DUCHESS OF OXFORD

Is the leading kitchen favorite all over the country, made in many sizes and styles—for coal or wood—with or without reservoir, warming closet, etc.

Its Patent Duplex Flue warrants its claim to mechanical superiority.

The

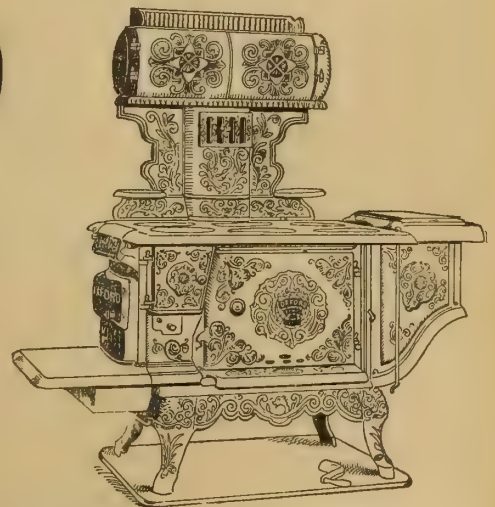
COUNTESS OF OXFORD

Is a handsome and powerful double-heater, made in different sizes, with or without the oven. A large mica exposure, and ornamental finish, added to its Rotating Fire Pot and Duplex Dumping Grate, make it popular and satisfactory, always—everywhere.

Read fuller details in our catalogue.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL



THE CANADA PLUMBER AND STEAM-FITTER

WITH the incoming of November work in Toronto dropped off materially. This is particularly true in regard to steam-fitting. The little that is being done is principally in the way of plumbing jobs, and there is not much of that.

The contract for the plumbing and heating required for the "Penetanguishene," the summer hotel at Penetanguishene, has been awarded to Purdy, Mansell & Mashinter, Toronto.

W. J. Burroughes & Co., of Toronto, have the contract for supplying hot water heating for the residence of J. Grant, Woodville, Ont. This firm is also putting in the plumbing in six houses in Munro street owned by the North American Life Co.

SUPERHEATED STEAM.

In a paper on the above subject read before the American Society of Mechanical Engineers, Mr. R. H. Thurston said:

Steam in the steam engine, superheated or saturated, is worked in precisely the same manner, and ordinarily the indicator diagram gives little or no indication of the quality of the steam, except by its study in comparison with the coincident measures of feed-water supplied the boiler. Careful measurement, however, gives a means of ascertaining the quality of the working charge of steam at every point in the stroke of the piston within the limits of the "expansion line." The "saturation curve" being drawn for the weight of fluid traversing the engine per stroke of piston, the variation of its abscissas from those of the diagram itself measure, on one hand, the quality of steam condensed behind the piston, if wet, and on the other, the expansion due superheating if the charge is thus given increased volume. In the case of wet steam, further data are needed, as obtainable by the steam calorimeter, to determine to what extent the moisture present comes of original "priming" and what from later condensation in boiler, steam pipes and steam cylinder.

Steam may be worked in the engine either in the saturated condition, as constantly wet, or as steam gas, or as, from time to time in the course of the piston stroke a fluid changing from a higher to a lower state as respects its stored heat. It may even, under exceptional conditions, change in the jacketed cylinder from wet steam to dry and from dry to superheated steam. In the usual case, wet steam becomes wetter, and superheated steam becomes wet, as loss of heat from the working charge occurs by

transformation of thermal into dynamic energy. This reduction in quality of the working steam takes place through waste by the absorption of heat by the walls of the cylinder, and the advantage of employing superheated steam is reduction of this waste. It is never used in the common forms of steam engine as a "working fluid" in the ordinary sense. Working steam is always wet.

It is usually considered impracticable to employ superheated steam as the working fluid of the steam engine, since to retain the gaseous condition throughout the stroke, and despite the transformation of heat into work during the period of adiabatic expansion, it is requisite to carry the superheating, initially, to a higher point than is, at present at least, safe and practicable. Its use in this form presumably involves the construction of a special form of engine that shall permit its safe employment, and at the same time evade those forms of waste which have hitherto reduced the super-heat to zero immediately upon the entrance of the fluid into the cylinder of the engine, and thus convert the cycle of the machine into the familiar form, working saturated or wet steam. Assuming the practicability of thus employing super-heated steam, however, the possibilities of further economical advance in the operation of the engine become very great. With such an engine, combining the advantages of large thermo-dynamic range of working, and consequent high thermo dynamic efficiency, with comparatively high mean working pressure, in consequence of the comparative density of the substance, and thus securing high mechanical efficiency, the machine might be anticipated, if successfully constructed, to give a higher total and commercial efficiency than either the gas engine or the ordinary form of the steam engine.

TORONTO CITY HALL TENDERS OPENED.

The Board of Control of the Toronto City Council on Thursday afternoon opened tenders for the heating, plumbing, gas-fitting, etc., of the new Court House and City Hall. There was a very large attendance of interested contractors, and the controllers received a genuine surprise when the figures were made known. The amount at the credit of the appropriation is only \$100,000, while the lowest tender received for the work was \$187,000, leaving a deficit of \$87,000 to be provided. More than this, it was developed during the discussion that in order to fully complete the building a further sum of about \$175,000 will have to be pro-

vided. This will bring the cost of Toronto's civic pile up to \$2,000,000 in round figures. The total of contracts already awarded is \$1,225,000; the architect has expended \$150,000 in completing the Elliott & Neelon contract, over and above the contract price; \$205,000 has been paid for land, and contingent expenses of various kinds, including law costs, have swallowed up \$90,000. The tender now under consideration amounts to \$187,000; a further expenditure of \$30,000 will be required to complete the Elliott & Neelon contract, and the furnishing of the building, when completed, will cost about \$50,000.

The tenders were opened as follows:

	Whole Work.	Plumbing Work.	Galvanized Iron Work.
No. 1—	\$198,032		
No. 2—			\$ 9,305
No. 3—			10,662
No. 4—	190,120		
No. 5—	187,985		
No. 6—		\$60,493	
No. 7—	191,950		
No. 8—			9,980
No. 9—		47,000	
		44,000	
No. 10—	208,000		
No. 11—	211,000		

Tenders No. 10 and 11 were informal, as no deposit cheque had been forwarded. The highest figure for plumbing under tender No. 9, is for American goods, and the lowest for Canadian goods.

No separate tenders for steam heating or electric wiring were received.

Ald. Lamb wanted to have the architect's estimates for each of the different trades submitted before the tender was awarded, but the architect thought he ought not to be compelled to give the detailed estimates.

Ald. R. H. Graham had been informed that if separate tenders could have been obtained for the electric wiring and steam fitting many thousands of dollars would have been saved.

Ald. Lamb returned to the attack and expressed the opinion that it was unfortunate that the architect had not complied with the instructions given him and presented a detailed estimate of the cost. He (Ald. Lamb) had been led to believe it would not exceed \$120,000.

Architect Lennox submitted an estimate for all the trades at \$195,000, but being

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

urged by Ald. Lamb he gave from memory the approximate details of his estimate at \$30,000 for electric wiring, \$115,000 for steam heating, \$45,000 for plumbing, and \$11,000 for galvanized iron work.

Ald. Lamb moved that separate tenders be taken and that No. 9 be accepted for the plumbing and No. 2 for galvanized iron work; also that new tenders be invited for steam heating and electric wiring.

Ald. Graham feared a combination in the steam heating and electric wiring, but there was a danger if new tenders were asked that they might put up prices.

Ald. Lamb—How much would it cost to board up the doors and windows and let the building stand for three or four years?

Ald. Lennox pointed out that to award separate tenders to one or two trades would cause no end of trouble, and result in a lot of extras. On the other hand, if one contract covered the whole work there would be no trouble between the various trades. The electric wiring and steam heating will have to be done before any other interior work can go on. Unless the contract for these trades is let now the entire building will have to be closed down in a week or two.

Architect Lennox, in reply to a question, stated that if the contract for steam heating, etc., was awarded now, about 125 men would obtain employment and later on 50 carpenters would also be employed. He strongly urged immediate action, as he was afraid that if new tenders were called for it would cost \$20,000 more owing to a rising market. The tender now before them was \$7,000 more than it would have been a month ago.

Mr. Sherlock, one of the tenderers for plumbing, complained that he had endeavored to get figures from other companies, but the Toronto Electric Light Co. was the only one that had given him a price. Two firms in Hamilton had backed out because they were afraid of the architect.

It was ultimately agreed to send the tenders on to Council and ask that a bylaw be submitted to the people for the amount of money required to finish the work.

PLUMBING TRADE NOTES.

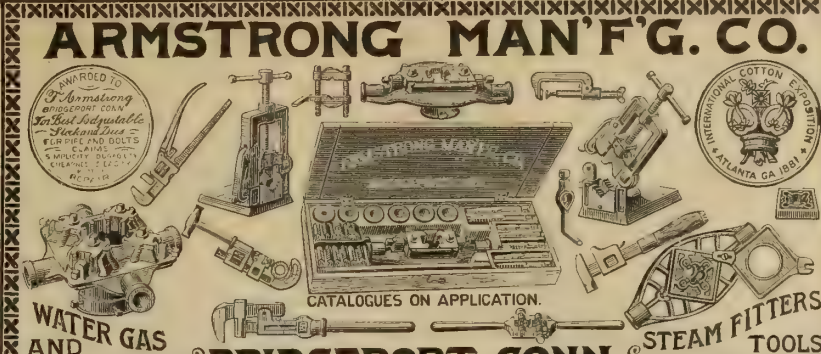
The assets of Drapeau, Savignac & Co., plumbers, Montreal, are to be sold by tender.

One day last week permits were issued in London, Ont., for new buildings aggregating \$13,000.

Drs. McKenzie and Galloway will build a new office at 14 Bloor street east, Toronto, to cost \$4,000.

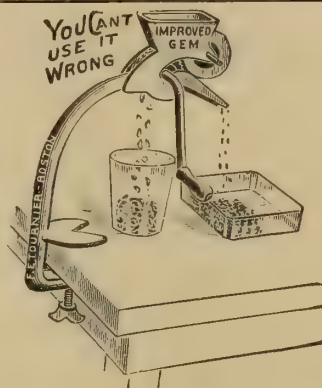
The Manitoba Trust Co. and the Central Canada Loan & Savings Co. have decided

ARMSTRONG MAN'F'G. CO.



CATALOGUES ON APPLICATION.

WATER GAS AND BRIDGEPORT, CONN. STEAM FITTERS TOOLS



Gem Raisin Seeder

A simple and cheap machine that never fails to give satisfaction. It can be clamped on the table when in use, and stones raisins perfectly without chopping or tearing them in pieces. Can easily be taken apart for cleaning. Don't miss this seasonable article. It sells on sight.

LAMPLOUGH & McNAUGHTON, MONTREAL

Emery Specialties



SEND FOR CATALOGUE.

COOKE HARDWARE CO. Hamilton.

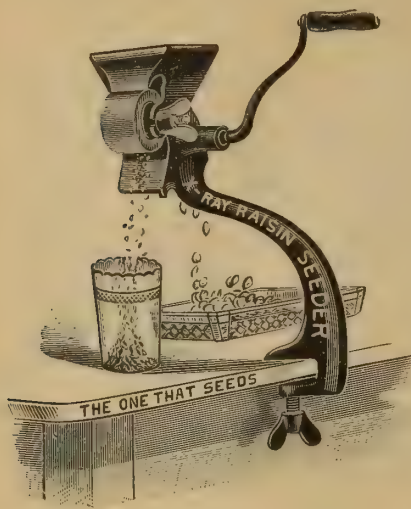
to erect early next spring a large office block on the corner of Notre Dame street east and Main street, opposite the Potter House block corner, Winnipeg. It will be four storeys in height, made of red pressed brick and Canadian red sandstone. The new structure is designed by Geo. W. Gouinlock, Toronto, and will cost between \$30,000 to \$40,000.

Architect Matthews has been instructed by the Board of Education, London, Ont.,

to prepare plans for improving the heating at the Collegiate Institute and Rectory street school.

John Hayman & Sons, London, have secured the contract for the new plunge bath at the Y.M.C.A. building in that city.

A three-storey brick hotel, to cost \$6,000, is being built by Geo. Foy on the south-west corner of Queen and Sherbourne streets, Toronto.



Established 1860. Incorporated 1895.

X RAY

RAISIN SEEDERS

THE BEST AND CHEAPEST RAISIN SEEDER MADE

Stove Boards, Coal Hods, Fire Shovels, Stove Pipes, Elbows,
Etc.

THE THOS. DAVIDSON MFG. CO., Ltd.,

— Montreal

NON-CONDUCTIVE GLASS.

A foreign technical paper notes a new variety of window glass invented by Richard Szigmondy, of Vienna, the peculiar virtue of which is its non-conductivity for heat rays. It is stated that a light of glass a quarter inch thick absorbs 87 to 100 per cent. of the heat striking it, in contrast to plate glass, which absorbs only about 5 per cent. This glass is to give us a window which will keep our dwellings warm in winter and cool in summer, and be especially adapted to sky-lights, etc., and also to blue glass spectacles for the use of furnace men. In noticing this invention the paper calls attention to the peculiar conducting power of ordinary glass, which would seem to render Szigmondy's glass an impossibility, in some of its claims at least. If we stand by a window on which the sun shines, we may feel the warmth of

the sun, but if we touch the window pane, we find it cold. If we now take a light of glass and place it between us and an ordinary open fire, it will screen us from the heat, but it will become rapidly heated itself. In the first case it transmitted most of the heat, and in the latter it absorbed. Plate glass may absorb but 5 per cent. of sun heat, but it absorbs 94 per cent. of heat from a source of 400 degrees. In general it might be stated that glass transmits the luminous heat rays, absorbs the non-luminous rays, and this is why a light, sunshiny room is so warm in winter. The glass transmits the heat of the sun and absorbs the heat of the fire. If Szigmondy's glass is opaque to luminous rays, it will keep a house cool in summer, but tend to make it warmer in winter, as glass non-conductive at one time is non-conductive at all times. We should be interested to know of the satisfaction it gives in actual use.—Exchange.

NEW PROCESS FOR MAKING CAR AXLES.

A new company for the manufacture of car axles by an entirely new process is shortly to be started at Beaver Falls, Pa. Instead of the usual method of making car axles by forging, the company will manufacture them by rolling, thereby, it is hoped, increasing the tensile strength and producing a metal of great uniformity. A steel bloom 9 inches square is first taken and reduced by rolls to 5½ inches, round iron. This is cut into three parts, each the exact length of an axle. These pieces, after being brought to a proper heat, are passed longitudinally through the axle machine at the rate of two per minute, and come out shaped axles and correct in size, with the exception of the journal and wheel seat, which are 1-16 inch larger. The capacity of the plant is estimated at 250 axles per day.

We solicit a trial order for

THE GRANITE

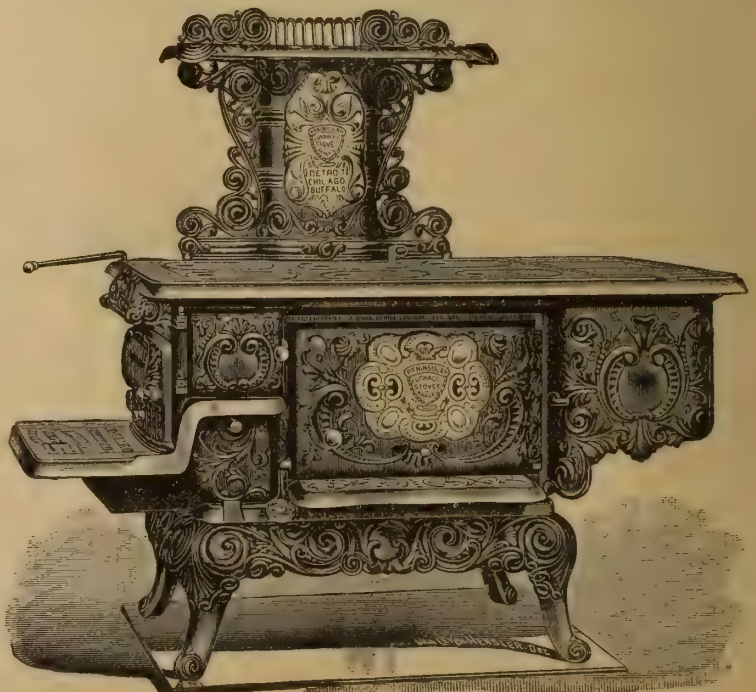
New Steel Oven Range

Every one sent out has resulted in many repeat orders. Sure to be sold as soon as set up. Guaranteed to work perfectly in every respect. Did you receive price list and full information?

Clare Bros. & Co., Preston, Ont.

BRANCHES: MONTREAL AND WINNIPEG.

Makers of Fine Stoves, Ranges, Furnaces, etc.



POLISHING ALUMINUM.

A LUMINUM will take and retain a very high polish—fully equal to that of silver. The truly distinctive and beautiful color of aluminum is best brought out in a highly polished plate. Aluminum can be polished on a buffing wheel with rouge, the same as brass; and for polishing any considerable quantity of sheet this, of course, is the most economical way. In the absence of any special aluminum polish, several of which are on sale, the ordinary cold brass polish will be found efficient, if it is ground fine enough. "Acme Polish" has earned a well-merited reputation in America; it consists of the following materials: Stearic acid, 1 part; fuller's earth, 1 part; rottenstone, 6 parts. The whole ground very fine and well mixed. Use a fine, white polishing composition, or rouge, or tripoli, and a sheep-skin or chamois-skin buff, although it is often polished with an ordinary rag buff. A steel scratch brush run at a high speed will give a high polish to sand castings, and will remove any yellowish streaks that may have been produced by too hot metal. A fine brush gives a most beautiful finish to sheet metal or to articles manufactured from the sheet. By this means a frosted appearance is given to the metal—an effect in many cases equal to that given by a high polish. Remove the grease and dirt from the plates by dipping in benzene.

To whiten the metal, giving a beautiful frosted surface, the sheet should be first dipped in a strong solution of caustic soda or potash. This solution should be strong enough to blacken the metal. The plates should then be dipped in a mixture of two parts of strong nitric acid and one part of strong sulphuric acid; then in a solution of undiluted nitric acid; afterward in a mixture of vinegar and water, and finally washed thoroughly in water and dried as usual in hot sawdust. For burnishing, use a bloodstone or steel burnisher. For hand burnishing, use either a mixture of melted vaseline and kerosene oil or a solution composed of two tablespoonfuls of ground borax dissolved in about a quart of hot water, with a few drops of ammonia added. For lathe work the burnisher should wear upon the fingers of his left hand a piece of canton flannel, keeping it soaked with a mixture of melted vaseline and kerosene, and bringing it in contact with the metal, in order to supply a constant lubricant.

Very fine effects can be produced by first burnishing or polishing the metal, and then stamping it with polished dies, showing unpolished figures in relief. In spinning or turning aluminum plenty of oil should be used to prevent the clogging of the tool, and to make it cut smooth in the turning, and to assist in the spinning.—Aluminum World.

MARLIN REPEATERS



Are the only
Repeating Rifles
With Solid Tops and
Side-Ejection.

**SIMPLEST, STRONGEST
AND SAFEST**

Made in all lengths and styles,
Regular and "Take Down."

Use Rust-Repeller to preserve all Fine Tools, Guns, and Metal-Work.
15 cents per tube. Catalogues Free.

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

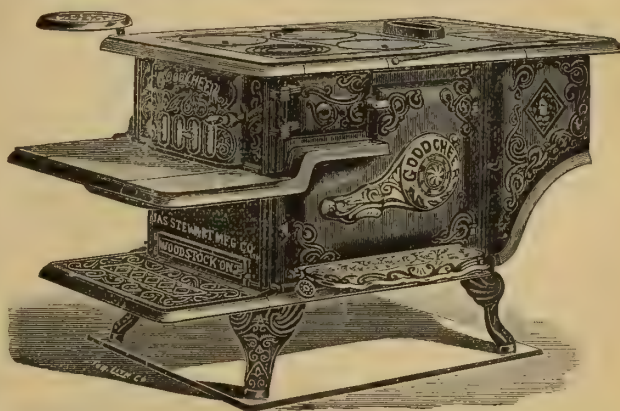
"GOOD CHEER"

With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.



Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

**"All time and money spent in training the body pays
a larger interest than any other investment."**

—WILLIAM E. GLADSTONE.

The Whitely Exerciser . .



A complete home gymnasium, made of **ELASTIC CORD**, passing over **NOISELESS CONE BEARING** pulleys. The most popular means for developing **HEALTH AND STRENGTH**. With it you may make not only the movements usually made with dumb bells and chest weights, but also rapid exercises—striking, throwing, bowling, fencing, putting shot, etc. Adjustable resistance, but no weights. Weighs one pound. Can be hung on the door hinges and used instantly. Noiseless. Attachments for foot movement and round shoulders. Price \$3, \$4 and \$8, all warranted. Send stamp for "Physical Culture a Pastime," and mention this paper.

The R. A. McCready Co., Ltd.

SOLE AGENTS FOR
CANADA

Toronto

Largest Sporting Goods house in Canada.

**DEALERS ADDRESS
WHOLESALE DEPARTMENT**

"I have been using one of these Exercisers for 20 minutes each night, and like it better and better the longer I have it."

"Yours for health,

"ROBERT J. ROBERTS,

"Physical Director Boston Y.M.C.A."

POINTS FOR CLERKS.

IT is a subtle and profound remark of Hegel's that the riddle which the Sphinx, the Egyptian symbol of the mysteriousness of Nature, propounds to Oedipus is only another way of expressing the command of the Delphic oracle, "Know thyself." And when the answer is given the Sphinx casts herself down from her rock. When man knows himself, the mysteriousness of Nature and her terrors vanish.

The command by the ancient oracle at Delphos is of eternal significance. Add to its natural complement—Help thyself—and the path to success is open to those who obey.

Guard your weak point. Moral contagion borrows fully half its strength from the weakness of its victims. Have you a hot passionate temper? If so, a moments outbreak, like a rat-hole in a dam, may flood all the work of years. One angry word sometimes raises a storm that time itself cannot allay. A single angry word has lost many a friend.

A quaker was asked by a merchant whom he had conquered by his patience how he had been able to bear the other's abuse, and replied: "Friend, I will tell thee. I was naturally as hot and violent as thou art. I observed that men in a passion always speak loud, and I thought if I could control my voice I should repress my passion. I have therefore made it a rule never to let my voice rise above a certain key, and by a careful observance of this rule, I have, by the blessing of God, entirely mastered my natural tongue."

Mr. Christmas, of the Bank of England, explains that the secret of his self-control under very trying circumstances was due to a rule learned from the great Pitt, never to lose his temper during banking hours from nine to three.

When Socrates found in himself any disposition to anger, he would check it by speaking low, in opposition to the motions of his displeasure. If you are conscious of being in a passion, keep your mouth shut, lest you increase it. Many a person has dropped dead in a rage. Fits of anger bring fits of disease. "Whom the gods would destroy they first make mad." "Keep cool," says Webster, "anger is not argument." "Be calm in arguing," says George Herbert, "for fierceness makes error a fault, and truth discourtesy."

To be angry with a weak man is to prove that you are not strong yourself. "Anger," says Pythagoras, "begins with folly and ends with repentance." You must measure the strength of a man by the power of the feelings he subdues, not by the power of those which subdue him.

De Leon, a distinguished Spanish poet,

after lying years in dungeons of the Inquisition, dreary and alone, without light, for translating part of the Scriptures into his native tongue, was released and restored to his professorship. A great crowd thronged to hear his first lecture, out of curiosity to learn what he might say about his imprisonment. But the great man merely resumed the lecture which had been so cruelly broken off five years before, just where he left it, with the words, "Heri discēbamus" (Yesterday we were teaching). What a lesson in this remarkable example of self-control for those who allow their tongues to jabber whatever happens to be uppermost in their minds!

"You will be remembered only as the man who broke my nose," said young Michael Angelo to the man Torrigiano, who struck him in anger. What sublime self-control for a quick-tempered man!

"You ask whether it would not be manly to resent a great injury," said Eardley Wilmot: "I answer that it would be manly to resent it, but it would be God-like to forgive it."

Peter the Great made a law in 1722 that a nobleman who should beat his slave should be regarded as insane, and a guardian appointed to look after his property and person. This great monarch once struck his gardener, who took to his bed and died. Peter, hearing of this, exclaimed with tears in his eyes: "Alas! I have civilised my own subjects; I have conquered other nations; yet have I not been able to civilize or conquer myself." The same monarch, when drunk, rushed upon Admiral Le Fort with a sword. Le Fort, with great self-possession, bared his breast to receive the stroke. This sobered Peter, and afterwards he asked the pardon of Le Fort. Peter said: "I am trying to reform my country, and I am not yet able to reform myself." Self-conquest is man's last and greatest victory.—Architects of Fate.

A NEW NAIL COMPANY.

The Ontario Gazette of the 7th inst. contains notice of application for the incorporation of the Northern Nail and Wire Co., Ltd. The object for which incorporation is sought is the manufacture and sale of wire nails, wire and articles made of wire. The operations of the company are to be carried on in Alliston, Ontario. The capital stock of the company is to be \$30,000 in 600 shares at \$50 each. The applicants are: Walter George Fisher, Hugh Francis Kelly, Albert Augustine Burk, John Dodd Shipley and William Joseph Kelly. Walter George Fisher, Hugh Francis Kelly, Albert Augustine Burk and John Dodd Shipley are to be the first directors of the company.

AMBITIOUS ASSISTANTS.

SHOULD assistants be ambitious? Distinctly and definitely, yes. All men should be ambitious, and as assistants are men they should be ambitious. The man who is satisfied is on the way to being lost. If he is thoroughly satisfied with himself he soon passes into the stage of self-conceit, which is perilous to the man himself, and, if he is an assistant, constitutes a deadly bar to his further utility in the business. If he is satisfied that his work is done so perfectly that it cannot be done better under any imaginable set of circumstances there is probably less to be said, because in that case the worker almost certainly takes a pride in what he does, and he is unconsciously ambitious in pursuit of his own ideal. Yet every man, whether employer or assistant, should have ambition—either to do better, to do more business, or to raise himself to a higher station in life. All ambition, if honest and straightforward, is legitimate; but all ambition cannot be gratified. It is not possible for all assistants to become employers, but no assistant is the worse, if he is otherwise a decent member of society, for cherishing the ambition, and if he is earnest in it he will be all the better as a servant for the hopes and aspirations he entertains. All ironmongers cannot achieve wealth and social distinction, but every ironmonger is the better for the efforts he makes to surpass his fellow-tradesmen; and if he does not become really rich he buys, shows and sells better for the ambition which fills his bosom. Ambition—as distinguished from mere scheming—means hard work, patience, perseverance, economy and foresight, all of which qualities benefit any man, whatever his station and aspirations may be. The truly ambitious man usually makes a good servant, although it is true that in the long run he may be regretted when he feels that the time has arrived for some of his hopes, and perhaps dreams, to be realised. As it is said that every French soldier carries a marshal's baton in his knapsack, and that any man in the United States may become President of his country, so also it may be said that every ironmonger's apprentice and assistant may become an honored, useful and well-to-do member of the trade. Therefore, every assistant is amply justified in cherishing ambition and in doing his best, by always doing his duty well to his employer, to reach its goal.—Ironmonger.

AGENCIES WANTED.

A traveller calling on hardware trade, etc., in Manitoba and Northwest Territories is open for one or two other good agencies.

Apply Box 8

HARDWARE AND METAL

Toronto.

ENGLISHMEN ON AMERICAN PIG IRON.

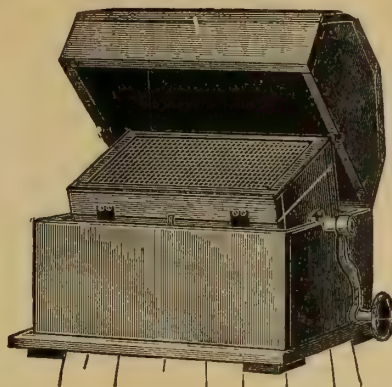
I HAD an opportunity the other day of chatting with the best possible authority on the question of American pig iron in relation to the threatened export of that material to Great Britain. In reply to my remark that the Alabama furnacemen claimed to be able to make pig iron at \$5, or £1, a ton, my authority said he did not believe they could do so, any more than they could produce good coke at \$1, or even less per ton. He hinted that our friends in the Southern States are occasionally given to flights of imagination, and he placed these very low prices amongst their most successful fictional efforts.

"We have heard similar stories before," said the gentleman in question, "and when we got to the root of things we always found that these wonderful producers came to a stop sooner or later. It always struck us as being very curious that concerns with small plants, and not very superior organization, should be able to do what we, with everything on the best and largest scale, failed to accomplish. The results showed, later on, that they paid no dividends to their stockholders or partners, and they came to a stop. We did not stop, That is all the difference." At the same time my authority did not dispute the wonderful mineral resources of the South—indeed, no one knows them better than himself.

Curiously enough, the same day I encountered several members of the iron trade who were taking their vacations, and we discussed the American pig iron question pretty fully. One of them had tried it with success, and another was in negotiation for a lot. A third gentleman happened to be a furnace-owner himself, and I was glad to note that he was willing to try conclusions with the invader on a fair footing. "I am a free trader," said he, "and if they can send the pigs here cheaper than we can produce them, by all means let them do so. We smelters may suffer—although I do not fear the result—but the consumers of pig iron will benefit by getting their raw material cheaper." That is British pluck.—"Vulcan" in London Ironmonger.

DISPLAYING BRASS PADLOCKS.

A St. Louis hardware store has, according to Stoves and Hardware Reporter of that city, a neat display of small brass padlocks in one of its windows. A spherical wire vegetable washer is suspended in the centre of the window. It is covered with brass padlocks caught in the meshes and gives the appearance of a solid mass of padlocks, the wire not being visible. The same idea could be worked out with any article having large meshes. A wire spark guard could be used for the purpose.

**Now Is The Time...**

to sell CINDER SIFTERS and

THE CHAMPION SIFTER

IS THE BEST IN THE MARKET.

No dust—Easily worked—Produces clean cinders. A good seller for this season.

Try a Sample Lot

Manufactured by

MEAKINS & CO. 313 St. Paul St. MONTREAL**BOECKH'S STANDARD****BRUSHES**

The leading brushes and handled by the leading trade of the Dominion.

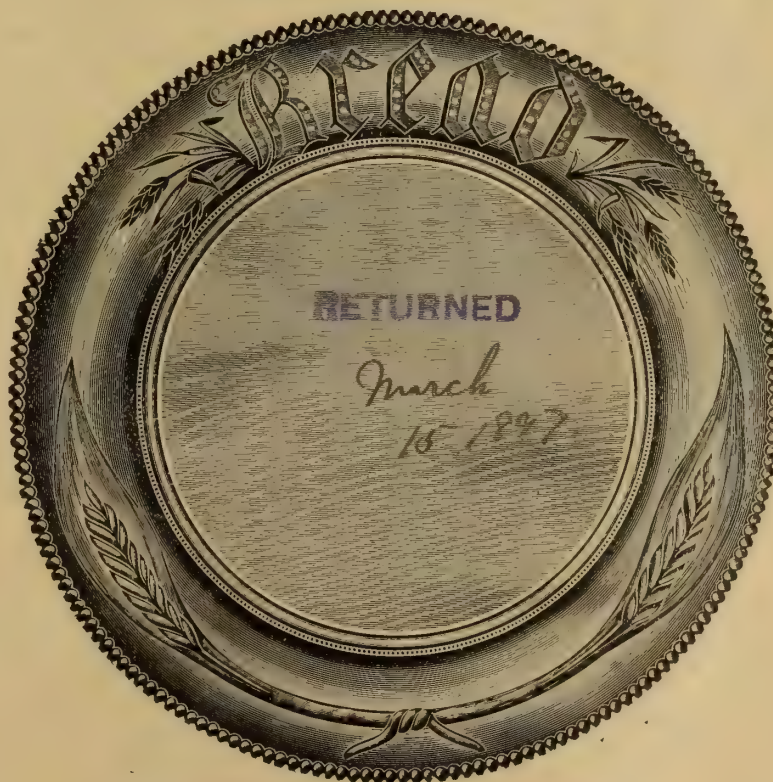
Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

**No. 0152 Bread Board.**

Have you received a copy of our new Illustrated Supplementary Catalogue? If not, and you would like to have one, write for it.

The Toronto Silver Plate Co., Factories and Salesrooms, King St. West, E. G. GOODERHAM, Man. and Sec.-Treas. **Toronto, Canada**

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. & A. Horseshoe Iron.

AND FACTORIES
MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.



Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Joseph Moses, tinware merchant, College street, Toronto, met on Tuesday, in the office of Henry Barber, the assignee. The statement presented showed liabilities of \$1,500 and assets of \$600. Mr. Moses offered 33 1/2 c. on the dollar, which offer is being considered.

W. Rowley, carriagesmith, St. John, N.B., has assigned.

R. Neve, general merchant, L'Original, has assigned to W. S. Hall.

Desbiens & Brassard, general merchants, Pointe a Pic, Que., have assigned.

J. E. Hutton & Co., general merchants, Thornbury, are offering to compromise.

P. Belanger, general merchant, St. Aime, Que., has assigned to Kent & Turcotte.

J. A. Joly, general merchant, St. Rose, Que., has compromised at 25c. on the dollar.

M. S. Persons, general merchant, Agnes, is offering to compromise at 60c. on the dollar, cash.

Alex. Scott, lumber, Buckingham, Que., is offering to compromise at 25c. on the dollar, cash.

A meeting of the creditors of O. Chaput, picture framer, Montreal, has been called for the 19th inst.

John Wade, general store and blacksmith, Grenville, Que., is offering to compromise at 20c. on the dollar, cash.

A meeting of the creditors of A. F. Duclos, general merchant, Duclos, Que., has been called for the 14th inst.

B. H. Lepard, general merchant, Greenbank, has assigned to J. H. O'Brien, Uxbridge, and a meeting of creditors will be held on 12th inst.

The creditors of J. Hann & Son, of Parry Sound, who assigned recently to J. H. Knifton, of the Parry Sound Lumber Co., met a few days ago in the Walker House, Toronto. The statement shows liabilities of \$2,000, with assets nominally the same. The creditors will not realize more than 20 or, perhaps, 25 per cent., it is said.

PARTNERSHIPS FORMED AND DISSOLVED.

I. Charbonneau & Co. sash and door factory, St. Louis de Mile End, Que., have dissolved.

C. N. Spenard and R. C. Argall have registered a partnership to carry on business as paint manufacturers at Three Rivers, Que.

Frank L. Atherton and E. L. Atherton, Woodstock, New Brunswick, have registered a partnership to carry on business as

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO. Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

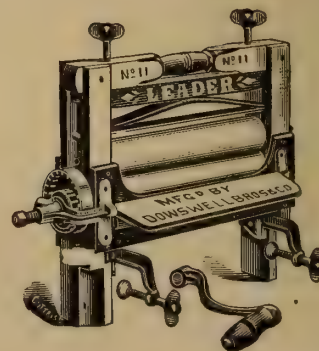
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

**Brass and
Iron Goods
Gas and Electric
Light Fixtures**

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

TRAVELLER WANTED.

HARDWARE TRAVELLER WANTED BY WINNIPEG wholesale hardware house to travel Manitoba, and Northwest Territories. Applicant must be experienced in travelling, and a thoroughly competent hardware man in every respect. Address application with references, stating experience, age, salary expected, to Drawer 1375 Winnipeg, Man. (tf)

BUSINESS CHANCE

HARDWARE BUSINESS FOR SALE—CHANCE seldom offered to secure established business in live town, about 9,000 population, Eastern Ontario. Address Box 4, HARDWARE. (47)

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue, Bronzes, Alabasterine.

327 St. James Street, MONTREAL

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS, FANCY BRASS GOODS, BRASS TRIMMINGS AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

THE BEST FARM AND GARDEN WHEEL-BARROWS



At Right Price

J. H. Connor

Manufacturer OTTAWA

... ISLAND CITY ...

Paint and Varnish Works

... Manufacturers of ...

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.

188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

dealers in harness, under the style of Ather-ton Bros.

CHANGES.

Edgar Andrew, wagon maker, Aurora, is going out of business.

Beauchemin & Co., foundry, Sorel: Albert Beauchemin is now conducting the business in his own name.

C. F. Turner has opened a hardware store at Lake Dauphin, Man.

Albert Chagnon has started a carriage factory at Contrecoeur, Que.

Thos. Dingwall, harness maker, Avonmore, has removed to Martintown.

B. F. Meston, furniture, Palmerston, has been succeeded by J. F. Cummings.

Blacksmith McPherson, of Regina, has sold out to —. Pettigrew, of Lumsden.

Reid & Currie, iron works, New Westminster, have been succeeded by H. Peck.

Thompson & Chisholm, lumber, Oxford, N.S., have been succeeded by Black & Chisholm.

SALES MADE AND PENDING.

Cameron & Cassidy, general merchants, Port Elgin, are advertising business for sale.

The stock of R. T. Spence, general merchant, Roberval, Que., has been sold at 55c. on the dollar.

The stock of C. Gaudreau & Frere, general merchants, Bruno, Que., has been sold at 53c. on the dollar.

The stock of J. E. Beliveau, general merchant, St. Leonard, Que., has been sold at 59c. on the dollar.

The general stock of O. S. Jaquith and Zoeger & Co., both of Beeton, have been bought by Bemrose Bros.

D. H. Gillian, blacksmith, Wheatley, is advertising business for sale.

Harry D. Johnson, blacksmith, Melville, N.B., has sold out to T. W. Purvis.

The stock of the V. & B. Sporting Goods Co., Quebec, has been sold at 51½c. on the dollar.

The stock of the estate of S. Lahosie, general merchant, St. Eugene, Que., has been sold to Jamieson & McMillan.

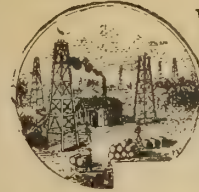
The stock, etc., of the estate of J. R. Clunis, hardware, Galt, are to be sold by auction 23rd inst.

The buildings and plant of the Pictou Iron Foundry and Manufacturing Co., Pictou, N.S., are advertised for sale by tender.

The stock of J. D. Baker, manufacturer of plaster, Montreal, has been sold at 18c. on the dollar.

FIRES.

W. T. Trott, spoke and hub factory and general store, Oil City, Ont., has been burned out.



VanTuyt & Fairbank

Petrolia, Ont.

Headquarters for ...

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nu's, Square and Hexagon



BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web and Rope Halters, Rope Cattle Ties, Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers. Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



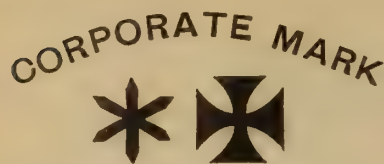
"JARDINE"

HUB BORING MACHINES...

This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.

A. B. Jardine & Co.,

HESPELER, ONT.



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, NOV. 13, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X. " 6 25
I.X.X. " 7 50

J. R. & Co.—

I.C. 5 00
I.X. 6 25
I.X.X. 7 50

Raven & P. D. Grades—

I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.X. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 10

NOTE.—Other brands might be shaded by 5¢ per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 3
I.C., special sizes 3 15

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
14x60, " } 0 05½ 0 06
14x65, " }
Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½
28 " 0 07¼ 0 07½
Allendale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs Base Price.
Refined 1 65
Horse Shoe 2 35 2 65
Band 2 75 2 95
Hoop " 2 25 2 45
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50
Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07½
2½ " 0 09½
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35

¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 25 2 30
Half polished 2 35
All bright 2 50 3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ¾ to ½, 67½ p.c.: ¾ to 1 in., 70 and 5 p.c.: 1½ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots:
Per lb.
16 gauge 0 04½ 0 04½
18 to 24 gauge 0 04½ 0 04½
26 " 0 04½ 0 04½
28 " 0 04½ 0 04½
NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ¾ " " 2 85
" 1 " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.
English B. S., ton lots 0 11¼ 0 12
Lake Superior
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x45 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 25 0 27
Braziers. (In sheets.)
14x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
" 35 to 45 " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 16

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
Heats, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04½
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05
Part casks 0 05½

Lead.

Imported Pig, per lb 0 03 0 03¾
Domestic, per lb 0 02¾ 0 02¾
Bar, 1 lb. 0 04½ 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04½
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe
Bar half-and-half 0 12½ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb 0 08 0 08½

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 75 5 00
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00
Brandram Bros' Genuine 6 00
Decorative 5 75
No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James' genuine 5 75
No. 5 55

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
" Umber, 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre ¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 90
Extra " 0 65
Brown Japan " 0 85
Brown Japan, Turpentine, p.g. No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 20
Pure Orange Shellac 1 95 2 15
Hard Oil Finish 1 30
Oil Shellac 1 40
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 48 0 49
Boiled, per gal 0 51 0 52
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 43
1 to 4 " 0 42
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 8
Small lots 0 00 0 8½

Cod Oil.

Cod Oil, per gal 0 50 0

Glue.

(In bbls.)

Common 0 07½ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
A1 clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.

Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M	
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearns, per dozen	13 00	20 00
Adjustable Stearns, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	1 30
Saddlers', per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 0
Copper, discount, 40 and 10 p.c. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 60 to 62½ per cent.		

Door.

Gon Sargent's	5 50	8
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 66½ per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		

American, each	1 25	3 00
----------------	------	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 60 per cent.		

Belting.

Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminie, " "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Thro, dis. 65 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

e, with augers, each	5 00	7 50
----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Miller's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, " "	6 00	
Henis, No. 9, " "	7 00	
Queen City " "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis., 12½ p. c. revised list.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per do	0 60	1 00
---------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star, " "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, " "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 75	
Thorold, " "	1 10	
Queensdown, " "	1 10	
Napance, " "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 an 5 per cent.; from stock, 70 per cent.		
Steel, net.		3 00

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz. (15 p. c.)	2 00	
Coil, per doz	0 96	1 60
English per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
anadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
doz	90	1 75

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz	1 30	2 25
Star, " "	2 80	3 90
Fenn's Corkstops, No. 2, per doz.	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 50, 10 and 5 p. c.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
---	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Double Diamond.		GLASS.	
Per ft.	Per 100 ft	70	90
.....	3 70	.....	.....
.....	4 00	.....	.....
.....	4 40	.....	.....
.....	4 90	.....	.....
.....	5 50	.....	.....
.....	6 25	.....	.....
.....	7 25	.....	.....
.....	9 00	.....	.....
.....	10 00	.....	.....
.....	12 00	.....	.....
.....	14 00	.....	.....
.....	16 00	.....	.....

KNIVES.	
Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent.	
Christie, \$7.00 net.	
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.	
Lightning, per doz.....	6 50 8 40
Heath's, 52½ p.c.	

LADLES.	
Melting, per doz.....	1 70 4 50

LEMON SQUEEZERS.	
Porcelain lined, per doz.....	2 20 5 60
Galvanized, " " " " " "	1 87 3 85
King, wood, " " " " " "	2 75 2 90
" glass, " " " " " "	4 00 4 50
A glass, " " " " " "	1 20 1 30

LINES.	
Fish, per gross.....	1 05 2 50
Chalk, " " " " " "	1 90 7 40

LOCKS.	
Canadian, dis. 50 p.c.	
Russell & Erwin, per doz....	1 75 7 50
Cabinet, " " " " " "	
Eagle, dis. 40 to 42½ p.c.	
Padlock, " " " " " "	
English and Am., " per doz....	0 50 6 00
Scandinavian, " " " " " "	1 00 2 40
Eagle, dis. 15 to 17½ p.c.	

MALLET.	
Tinsmiths', per doz.....	1 25 1 50
Carpenters', hickory, per doz....	1 25 3 75
Lignum Vitae, per doz.....	3 85 5 00
Caulking, each " " " " " "	1 60 2 00

MATTOCKS.	
Canadian, per doz.....	8 50 10 00
American, 60 and 10 p.c. off list.	

MEAT CUTTERS.	
Enterprise, American, dis. 32½ p.c.	
German, 15 per cent.	

MINCING KNIVES.	
American, per doz.....	0 42 2 35

MOLASSES GATES.	
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	

NAILS.	
Cut Nails (Iron)—	
1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 75
40 dy.....	2 80
30 dy.....	2 85
20, 16, and 12 dy.....	2 90
10 dy.....	2 95
8 and 9 dy.....	3 00
6 and 7 dy.....	3 15
2. American pattern only—	
From 4 to 5 dy.....	3 35
3 dy (lath).....	3 75
3. Canada pattern only—	
From 4 to 5 dy.....	3 25
3 dy (lath).....	3 65
3 dy, A. P. fine.....	4 35
Car lots 10c. less.	

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-egg lots prepaid to maximum of 25c. per 100 lbs.	
Wire Nails, 70 and 12½ p.c. ; 3 per cent. cash delivered in lots of 10 kegs or more	
Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.	

NAIL PULLERS.	
German and American.....	1 85 3 50

NAIL SETS.	
Square, round, and octagon, per gross.....	3 38 4 00
Diamond.....	12 00 15 00

NETTING.	
Poultry, 65 and 10 to 70 per cent.	

OIL.	
Canada refined oil (Toronto).....	0 16 0 16½
Carbon safety " " " " " "	0 18 0 00
Canada w. w. " " " " " "	0 18 0 00
American w. w. " " " " " "	0 00 0 21
Pratt's Astal.....	0 00 0 22

OILERS.	
McClary's galvan. iron oil can, with pump, per doz.....	0 00 19 50
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, " " " " " "	1 50 3 50
Malleable, dis. 25 per cent.	

PAIS.	
Galvanized, per doz.....	2 25 3 30

PENCILS.	
Dixon's, per gross.....	1 00 4 25
" Carpenter.....	2 25 3 60

PICKS.	
Per doz.....	6 00 9 00

PICTURE NAILS.	
Porcelain head, per gross.....	1 65 3 00
Brass head, " " " " " "	0 40 1 00

PLANES.	
Wood, bench, Canadian dis. 60 per cent., American dis. 55.	
Wood, fancy Canadian or American, 37½ to 40 per cent.	
Railley's (Stan. R. & L. Co.), 50 per cent.	
Miscellaneous, dis. 25 per cent.	
Bailey's Victor, 25 per cent.	

PLANE IRONS.	
English, per doz.....	2 00 5
PLIERS AND NIPPERS.	
Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.	
Button's Imitation, per doz.....	5 00 9 00
German, per doz.....	0 60 2 60

PLUMBS AND LEVELS.	
R. & L. Co., dis. 70 and 10 p.c.	

POPPERS.	
Corn, square, per doz.....	1 35 2 00

PRUNING SHEARS.	
Per doz.....	4 00 5 50

PULLEYS.	
Hothouse, per doz.....	0 55 1 00
Axle " " " " " "	0 22 0 33
Screw " " " " " "	0 27 1 00
Awning.....	0 35 2 50

PUMPS.	
Rumsey or Canadian cistern, 60 to 65 p.c. Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62½ p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.	
Saddlers', per doz.....	1 00 1 85
Conductors, " " " " " "	9 00 15 00
Tinners' solid, per set.....	0 00 0 72
" hollow, per inch.....	0 00 1 00

PUTTY.	
Bladder, per lb.....	1 75 0 17½
Tins, lbs.....	2 50 2 75

RAIL.	
Barn door, per foot.....	0 02½ 0 02½
Sliding door, " " " " " "	0 03½ 0 03½
Lanes, " " " " " "	0 03 0 03½

RAKES.	
Cas't steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.	
Wood, 25 per cent.	

RAZORS.	
Geo. Butler & Co.'s, per doz.....	8 00 18 00
Boker's, " " " " " "	7 50 11 00
Wade & Butcher's, " " " " " "	3 60 10 00
Arbenz's, " " " " " "	9 00 18 00
Theile & Quack's, " " " " " "	7 00 12 00

RAZOR STROPS.	
Currier's, per doz.....	1 25 3 60

RIVETS AND BURRS.	
4 mos. or 3 per cent. cash 30 days	
Copper rivets, dis. 50 and 10 per cent.	
Iron " " " " " "	
Tinned and black rivets, 60 and 5 per cent.	
Burrs, iron or steel, 50 and 5 per cent.	
Terns, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.	
Canadian, dis. 30, 35 per cent.	

ROPE.	
Sisal.....	Manilla
7-16 in. and larger, per lb. 6¼ 00 8½	
¾, 5-16, ¾ in. 6¼ 00 9	
Cotton 15 17	
Russia Deep Sea 00 13	
Jute 6¼ 7½	

RULES.	
Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37½ to 40 p.c.	

SAD IRONS.	
Mrs. Potts, per set.....	0 60 1 00
" N.P., per set.....	90

SAD HEATERS.	
Dome, Shepard's, per doz.....	4 75 5 00

SAND AND EMERY PAPER.	
B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.....	0 55 0 90

SASH CORD.	
Per lb.....	0 22 50

SASH LOCKS.	
Triumph and Morris, dis. 37½, 40 per cent.	
Kempshell's, dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 per cent.	

SASH WEIGHTS.	
Sectional, per 100 lbs.....	1 40 1 50
Solid, " " " " " "	1 25

SAWS.	
Crosscut, McMillan & Haynes, per dozen.....	0 40 0 70
"Empire," McMillan & Haynes, per ft.....	0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.	
S. & D., 40 to 40 and 10 per cent.	
Crosscut, Disston's, per ft.....	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.....	0 75 2 75
frame only.....	0 00 0 75

SAW SETS.	
"Lincoln," McMillan & Haynes, per doz.....	0 00 7 50
Whiting.....	6 87 7 00

SCALES.	
Burney Scales, 50 p.c.	
G. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.	
Box, per doz.....	2 10 4 50
Foot, " " " " " "	0 40 3 50
SCREENS.	
Window, patent, per doz.....	3 50 4 50
Door, per doz.....	8 75 9 00

SCREW DRIVERS.	
Sargent's, per doz.....	0 65 4 00

SCREWS.	
Wood, F. H., iron, and steel, dis. 80 & 10 p.c. and 10.	
Wood, F. H., " dis. 75 and 10 and 10 p.c.	
" R. H., brass, dis. 77½ and 10 and 10 p.c.	
" R. H., " dis. 72½ and 10 and 10 p.c.	

Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.	
Bench, wood, per doz.....	3 25 4 00
" iron, " " " " " "	4 25 5 75

SCYTHES.	
Discount, 60 and 10 p.c. revised list.	
SCYTHE SNATHS.	
Canadian, dis. 40 to 45 p.c.	

SHEARS.	
B. & W., japanned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, japanned, 80 p.c.	
" N.P., dis. 70 p.c.	
Clauss, full nickel, 60 p.c.	
" japanned handles, 67½ p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.	
Sliding door, per set.....	0 77 1 40

SHOVELS AND SPADES.	
Canadian, dis. 42½ p.c. special brands net price.	

SIEVES.	
Wood rim, black, per doz.....	1 05 1 10
" " " " " "	1 25 1 35
Tin rim, per doz.....	2 30 2 45
" black.....	1 8 2 25

SNAPS.	
Harness, German, dis. 35 to 37½ p.c.	
Acme.....	3 00 5 00
Lock, Andrews.....	4 50 11 50

SOLDERING IRONS.	
Per lb.....	0 00 0 24

WROUGHT SPIKES.	
Discount, 25 to 30 per cent.	

SPOKE SHAVES.	
Wood, English.....	1 8 5 00
Iron, American.....	1 35 2 35

SPOONS AND FORKS.	
Tea spoons, per gross.....	7 50 12 00
Dessert, " " " " " "	21 00 00 00
Table, " " " " " "	30 00 30 00
Dessert Forks, " " " " " "	24 00 00 00
Medium " " " " " "	27 00 00 00
Table " " " " " "	36 00 00 00

SQUARES.	
Iron, per doz.....	1 65 2 90
Steel, dis. 65 to 65 and 10, revised list.	
Try and bevel, dis. 50 to 52½ p.c.	

STAPLES.	
Fence, galvanized.....	2 85 3 10
Wrought iron, dis. 80 to 82½ p.c.	

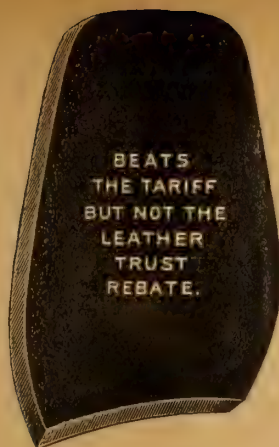
STOCKS AND DIES.	
American, dis. 25 p.c.	

STOVE POLISH.	
gross. ¼ gross. doz.	
Scientific Stove Pipe	
Varnish.....	9 00 2 50 90
Scientific Stove Paste	
(5 lb pails) 60c. each.....	6 00
Scientific Furniture	
Dressing, ½ pints.....	1 25
Scientific Carriage Top	
Dressing, pints.....	2 00
Scientific Carriage Top	
Dressing, pints.....	3 50
Scientific Enamel Paints	
Scientific Stove Enamel	7 50 2 00 75

STONE.	
Washita, per lb.....	0 28 0 60
Hindustan, " " " " " "	0 06 0 07
" slips, per lb.....	0 09 0 09
Labrador, " " " " " "	0 00 0 13
" Axe, " " " " " "	0 00 0 15
Turkey " " " " " "	0 00 0 50
Arkansas " " " " " "	0 00 1 50
Water-of-Ayr " " " " " "	0 00 0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00

TACKS, BRADS, ETC.	
Cheese-box tacks, blue.....	66½
Trunk tacks, black.....	60
" " " " " "	66½
B.B.B. iron carpet, blued.....	60
" " " " " "	66½
B.B.B. iron carpet, bright or blued (in kegs)	
B.B.B. iron carpet, tinned (in kegs)....	30
B.B.B. cut tacks (in bulk), 45 to 50 p.c.	
" " (in dozens, 1 to 6 oz.).....	45
" " (in dozens, 8 to 24 oz.).....	40
" " " " " " " "	45
" " " " " " " "	45
Swedes, cut tacks, genuine, blued and tinned.....	52½
Swedes, upholsterers', genuine.....	50

Swedes, upholsterers', American (1 to 6 oz.).....	60
Swedes, upholsterers', American (8 to 24 oz.).....	66½
Swedes, carpet, gimps, lace brush, blued and tinned.....	35
Zinc tacks.....	40
Copper tacks and nails.....	35
Leather carpet tacks.....	60
Trunk nails, black and tinned.....	30
Clout nails.....	65
Cigar box nails.....	66½
Lining nails in papers.....	45
" " in bulk.....	10
" " solid heads, in bulk.....	42½
Saddle nails in papers.....	10
" " in bulk.....	15
Tinned capped trunk nails.....	15
Double pointed tacks, discount 90 to 90 and 12½ p.c.	



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

BAXTER
SCHENKELBERGER
& COMPANY

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance**. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

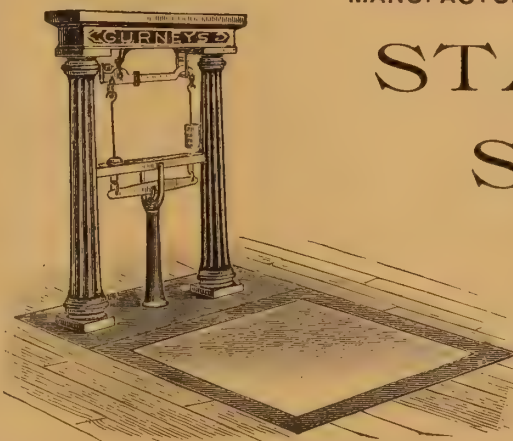
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.

- Before the first Ontario railway was built,
- Before the first ocean steamer arrived,
- Before postage stamps were used in Canada,
- When £ s. d. was Canadian currency,

E. B. Eddy's Matches

Were known throughout Canada,
as they are now,
as the best matches made.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

THE PRIZE WINNERS



ROBERTSON'S "ACME" SYPHON JET CLOSETS

Economical, Simple, Positive and Sanitary. The powerful Syphon Ejector discharges contents with great velocity, and from all standpoints, we believe them to be the most practical sanitary Closets manufactured. A thorough examination will prove all we claim.

The James Robertson Co. Ltd., 263-285 King Street West, Toronto

Telephones 819 and 1511.

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, NOVEMBER 21, 1896

No. 47



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt Street New York

LOYALTY

SCARCELY less marked than the loyalty of all true Canadians to the Queen's sceptre, is that of the Canadian iron-worker to Queen's Head Galvanized Iron. Another proof that Canadians know a good thing when they see and test it.

Largest Manufacturers under the British Flag

Radiator Freaks.

There always were and always will be freaks. We call them good ideas spoiled in production.

STEAM

HOT WATER

"Safford"

THE ONLY PERFECT

Radiators

Are the product of experience and the best money can command.

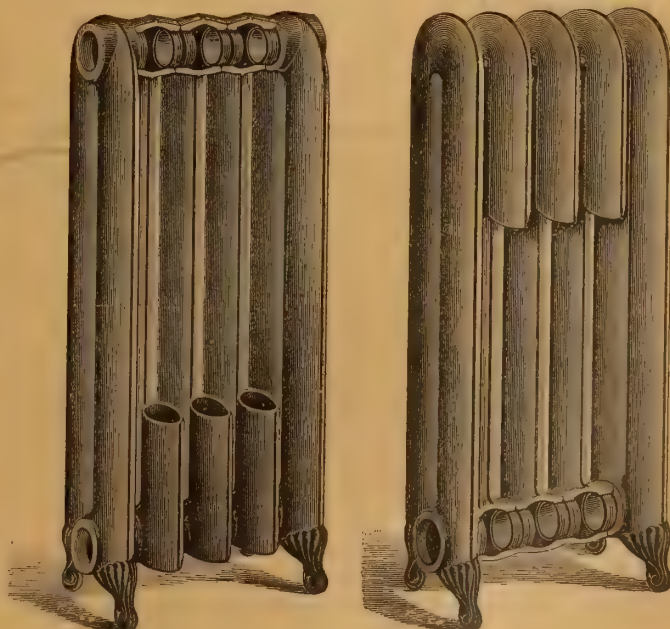
No Bolts. No Packing.

BEST ON EARTH.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.



TO THE TRADE



We beg to inform you that we now carry a full stock of

HOYT'S

PURE OAK TANNED

... BELTING

Write us for Price List and Discount.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

... TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

**The Toronto Steel-Clad Bath
and Metal Co. Ltd.**

125 and 127 Queen St. East, **TORONTO**

KEMP MANUFACTURING COMPANY

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

... Makers of ...

"DIAMOND" STEEL WARE

"GRANITE" STEEL WARE

"WHITE" STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, NOVEMBER 21, 1896

No. 47

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

OUR TROUBLES ARE VANISHING.

It seems evident beyond all question that we are on the eve of better times. For more than a year indications favoring a return of greater commercial activity would make their appearance, but as far as the North American Continent was concerned they would again vanish. What at least helped to drive them away was Cleveland's Venezuelan message and the free silver agitation. Both of these are now no longer influences from which we need expect immediate trouble at any rate.

As far as the present indications are concerned, there is no mistaking their import. They are decidedly auspicious, and more so than at any time since the recent reign of hard times began.

The root of the commercial system is the farmer, and any improvement that does not originate with him is short lived. During the past year or two there have been spasmodic bursts of industrial activity. But they began with the manufacturer and ended there. The root does not respond to the branch. It is the other way about. As long as the farmers are losing money on the staples they produce no country can be in a healthy condition. And it is true beyond all ques-

tion that the farmers during the past few years have been losing money.

The improved trade conditions which are now evolving themselves began at the right end: They began with the farmer.

The price of nearly everything he produces, and especially wheat, his chief staple, is appreciating, not as a result of manipulation, but because the consuming countries have become seized of the fact that there is an enormous shortage in the world's great staple food product. At the time of writing wheat is worth something like 25c. per bushel more than it was six or seven weeks ago.

This means millions of dollars increase to the revenue of the farmers, which in turn means not only the liquidation of long-outstanding claims from the merchant, the manufacturer, and the loan companies, but more liberal purchases of those things which the tillers of the soil have during the hard times been compelled to deny themselves.

At a point in Western Ontario, white winter wheat sold on Saturday last up to 90c., or over 61 per cent. better than in June last. In the United States at the end of last week the price of wheat reached a point to which it had been a stranger since 1892.

Next to the farming industry that which is of the most importance to Canada is that relating to the forest. This industry has been in a most deplorable condition, owing to the crisis in the United States, that country taking over 52 per cent. of our forest output. In this important branch of our trade there has been a perceptible improvement during the past few weeks on United States account.

We hear of yards where a month or two ago lumber was piled up with no prospect of any immediate movement, and yet in some instances the stocks to-day are practically all bought up, principally for shipment to points across the line.

Much of the demand is doubtless in-

duced by the anticipation that the United States will place an import duty on lumber. But whatever may be the cause, it is enough for us to know that the lumber is being sold, and that the money is going into the pockets of Canadians.

Then, in addition to what is being done with the market across the line, it is gratifying to know that for some months past we have been doing an increasing trade with Great Britain in this particular product.

Besides the improvement in farm and forest products, it must be remembered that the revival in the mining industry of the country, and that relating to gold, particularly, is most important. Everywhere where gold is to be found, and that is in British Columbia, Manitoba, Ontario and Nova Scotia, mining of the yellow metal is being pushed with vigor.

The improved earnings of the railways and increase in the bank clearings are also indicative of healthier trade conditions.

While Canada has by no means experienced that commercial depression which has been so much in evidence in the United States, yet we have had our own troubles in this respect, and glad are we to see a way out of them.

THE HAMILTON BLAST FURNACE.

A REPRESENTATIVE of HARDWARE AND METAL when in Hamilton recently ran out to see what progress the Hamilton Blast Furnace Co. were making. The actual plant itself is now almost all completed, and they have been running night and day for a considerable time. There is still, however, a good deal to be done in erecting and completing office buildings, laboratory, and laying out the ground.

The place is splendidly situated for receiving and shipping. A long wharf runs out into Lake Ontario, where shipments of ore and coke are delivered. The company

have their own switches, connecting them with the railway, through which they receive ore and make shipments of pig iron.

At present they are using about 50 per cent. of Canadian ore, and the remainder they get from the United States in order to make the qualities of iron for the various purposes demanded by manufacturers. Several carloads of ore from different mines in Ontario have been experimented with. Some of them have turned out very satisfactorily indeed, and, according to Mr. Hobson, the manager, it is not improbable that next spring the furnace will be running on Canadian ores.

The furnace is now turning out from 110 to 115 tons a day, but the capacity can easily be increased to 150, and possibly more. Mr. Hobson informed us that foundrymen who had used their iron are quite satisfied with it. In this they are more fortunate than the average furnace in its initial stage. It is only after many experiments that they get a mixture of ores to make iron that will suit the foundries' demands. They have been able to replace American iron in many of the foundries in Ontario, while in Montreal they are cutting out the Scotch brands.

If the advance in iron in the United States is maintained it will mean a considerable increase in the demand for the Hamilton make.

SHARP ADVANCE IN LOCKS.

The jobbing trade is still being notified by manufacturers in the United States of changes in prices of shelf hardware.

Among the latest and most important changes is in chest, till and cupboard locks.

The advance in this line is material, the discounts now being but 25 to 27½ per cent. against 50 to 52½ per cent. as formerly.

NEXT SEASON'S BICYCLES.

From what **HARDWARE AND METAL** can gather there are not likely to be any great or striking changes in bicycles for the next season.

Tubing, it seems, will be mostly 1½ in. Most makers will try and simplify the crank. In pursuance of this some will do away with the cotter pin, making the crank in one piece. Others, again, prefer to have the crank in three pieces.

The crowns are getting smaller, narrower and lower. The object of lowering the crown is to enable the lower bar of the frame to be brought nearer the horizontal than it now is. As far as the frames are concerned, the tendency among the different manufacturers is to strive for a more uniform length. The fashionable handle-bar will be of wood.

THE TARIFF AND BUSINESS.

WE have very little sympathy with members of the Dominion Government who, for political reasons, refuse to meet the urgent requests of the business men in all parts of Canada to announce the date on which the tariff changes will be brought into force.

While taking no side in politics, we were among those who approved of many of the Ministers selected by Mr. Laurier. It was generally spoken of as a business Administration. It was thought that they would rise above party considerations and work in the best interests of the community. Members of the Government with whom representatives of this paper have discussed the question individually admit the justice of the requests made by the business men, but get out of it by saying that it is not policy to meet their requests and that the Conservatives might use it against them.

Notwithstanding what the party papers may say, it is a fact that this uncertainty as to tariff changes is seriously hampering business. Editors and reporters of this paper are in constant touch with merchants and manufacturers in every part of Canada, and they all speak of the unsettled condition of affairs.

It is said that Parliament may not meet until April and that tariff changes will not be brought down for a month later. If this be the case, why cannot the Ministry announce the date on which Parliament meets and the probable time at which tariff changes will be submitted? This itself would afford a certain amount of relief.

While on this question we are reminded by a Nova Scotian that we have not done justice to Hon. Dr. Borden, Minister of Militia. He points out that we have not included him among the business men in the Cabinet, when he is in reality one of the leading general merchants in his native province. Our informant is right. We owe Dr. Borden an apology. The medical prefix before his name threw us completely off the scent at the time we were referring to the representatives of the business community in the new Cabinet. He is manager of the Canning, N. S., agency of a leading bank, and is interested in a lumber and general store business. He seems to have been more successful than the average business man, for Bradstreet's gives him a higher rating than is usually accorded to general merchants. That he is a live business man is shown by the fact that he has long been a subscriber to **THE CANADIAN GROCER**, **Hardware and Metal** and **The Dry Goods Review**.

Hon. Dr. Borden's presence in the Government leads us to expect still more from this Administration. Why was he not in-

cluded in the Tariff Committee? It is generally believed that the members have undertaken more than they can properly do. If they were assisted by representatives of the different bodies interested they could do more and better work. For instance, such experienced men as Robert Bickerdike, president of the Montreal Board of Trade; E. B. Osler, M.P. president Toronto Board of Trade; A. E. Kemp, Canadian Manufacturers' Association, and the presidents of the Trades and Labor Congress and of the Farmers' Institute, and some representative retailer would be invaluable.

The free silver men may not have contemplated the repudiation even in part of their obligations, but people in their mental blindness often do that which, vision clear, they would scorn to perform.

THE DUTY ON CUTLERY.

AMONG the duties appertaining to the hardware trade which need some attention from the tariff revisers are those on cutlery.

The trouble with the duties as they now stand is neither the highness nor the lowness of them: It is their inconsistencies and lack of uniformity which is the source of grievance to the importer.

What is termed table cutlery by the Customs regulations is dutiable at 32½ per cent. But some lines which are designated as cutlery not only by both the hardware merchants and consumers of this country but by the cutlers' list in Sheffield, England, are metamorphosed into tools by the Customs Department. Butcher knives and steels, for instance, are known to the Customs authorities as tools, not cutlery, and are subject consequently to a much higher rate of duty. To be consistent, why should not a corkscrew also be known as a tool? It, however, is known as a manufacture of steel.

If a case of goods containing seven or more pieces, comprising, for instance, a bread knife, two pairs of carvers and a steel, were being passed through the Customs, the different duties would be 25 per cent. on the bread knife, 32½ per cent. on the carvers and 35 per cent. on the steel, while, in addition to this, the case would pay a duty of 35 per cent. ad valorem and 10c. specific duty.

As far as **HARDWARE AND METAL** can gather, the desire of the trade is that the tariff on cutlery should be so revised that greater simplicity and less annoyance would be entailed.

The average duty on the bulk of the cutlery brought into the country is declared by importers to be about 25 per cent. and a uniform rate at this figure is what they seem to consider just.

GLEANED BY THE WAYSIDE.

BY SCOTT MCKERROW.

WHAT might have been a serious fire on Tuesday, 3rd inst., in the oil store of F. Occomore & Co.'s hardware establishment, Collingwood, was prevented by the prompt action of the firemen, as well as a large number of the citizens. The cause of the blaze was some lightning dryer had been spilt on a lantern, and almost instantly the whole oil house was in a blaze. The stock in the oil house was heavily damaged by fire, while that in the store suffered considerably from the volume of heavy, black, oily smoke that was driven through the store by a strong east wind. The loss, which was covered by insurance, has been satisfactorily adjusted, and with that energy which characterizes all the workings of this firm, the oil house is undergoing some much-needed improvements, and such that will make it almost perfectly safe from future conflagrations. The floor will be of concrete, while the walls and ceiling will be covered with galvanized iron, with the addition of galvanized tanks for "turps" and coal oil which will also be put in. This will be beneficial not only from a safety standpoint, but also from an economical standpoint, both as to oil as well as time in serving customers.

I noted a special feature in glass show cases intended to be hung outside in day time for the display of small goods, such as cutlery, bicycle sundries, sporting goods and the many little knick-knacks that are found within the four walls of a hardware store. These cases are attractively made of soft elm, stained and varnished, and measure 18 in. wide, 40 in. high and 6 in. deep. The sides and back are of wood. The backs are detachable, are first covered with flannel and then with black sateen. Mr. Occomore claims that sateen is preferable to velvet as a background, as it does not retain or show the dust as much nor retain the impress of goods that have been fastened upon it. Two of these cases are in use and hang attractively at either side of the door. An extra back is made, so that a change of display can be arranged in leisure hours without disturbing the show cases. If there is anything in outside display, and I think there is, this should be a drawing-card, and is worth imitating.

Instead of the weather-beaten, faded and battered old verandah that darkened the store of Zryd & Co., Hespeler, Ont., a nice new plate glass front, comprising three lights 86 x 102 in., has taken its place, and old travelers who had become accustomed to the old state of affairs stop and take a second look to be sure of "where they are

at" before entering. This improvement has not come any sooner than needed, and with the special attention that window dressing is now receiving, it should show good good remuneration for the outlay.

Have you seen that neat little coil chain sample board the B. Greening Co., Hamilton, are sending out to their customers? If you haven't it will pay you to get one, as it is neatly made up, having all the different sizes of chain made by them, and, screwed up in a convenient place, you can ascertain readily what size chain a customer wants, without having to bring down several parcels to find out.

Kerr Bros., Cork street, Guelph, have just completed a thorough renovation of their stove and tinware emporium. The old door has been closed up and a new one opened in the opposite corner, the wall having been previously cut away, so that the public passing along Wyndam street can see the pretty display of stoves, etc. A plate glass front replaces the old small panes, while within, the shelves have all been remodelled, a new hardwood floor and metallic ceiling meet the eye, with adequate floor space for the display of stoves and ranges. Kerr Bros. have been giving the furnace trade all their attention in the past, but having put in a complete stock of enamelled ware, etc., they see no reason why a good trade may not be worked up in this branch.

A funny incident occurred in Newmarket. I was talking to Mr. G. A. Binns, who was trying to set one of those "Out o' Sight" mouse traps, and while he struggled I remarked that I had seen few men who "monkeyed" with the mouse trap who did not catch their fingers. He smiled a knowing smile, but soon after I saw him nursing one of his fingers gingerly. He laid the trap down, and shortly a customer appeared. He was of the class who pick up or handle anything and everything. We waited developments, and soon he dropped the trap and said something you don't hear in Sunday school. In less time than it takes to write it a gentleman with spectacles came in, and picking up the trap, examined it minutely and proceeded to set it, with the result that two fingers suffered on account of his defective sight. This party persevered, and, having set the trap, laid it on the counter, when the electric light man appeared and placed his hand heavily on the trap, and while we onlookers doubled up with laughter, the electric man muttered something that made the air blue in his vicinity. Mr. Binns does not know how good these traps are for catching mice, but thinks they are just the thing for catching "suckers."

NO GUNPOWDER BY EXPRESS.

We have been asked to draw the attention of the retail trade to the fact that the express companies will not now carry gunpowder in any shape, while the railways will only accept the article for shipment on Tuesdays. It should also be remembered that a heavy penalty is attached to shipping powder except when the package containing the article is plainly labelled as such.

TO MANAGE A ST. CATHARINES STORE.

A. M. Watts, at present with Thomas Meredith & Co., hardware merchants, King street east, Toronto, leaves at the end of the month to take the management of the hardware business of Coy Bros., St. Catharines.

Mr. Watts is an experienced hardwareman with ideas. He has been with Meredith & Co. for eight years and a half, and for four years previous to that was with R. Hatch, Yonge and Adelaide streets, the store now occupied by Vokes & Co.

HARDWARE AND METAL wishes him success in his new position.

A CUSTOMS BOARD.

The late Government were appealed to several times, without effect, in regard to a Board of Customs Experts and now the present Government are to be tried. The Council of the Montreal Board of Trade has ordered that the Premier be addressed with regard to the petition presented to Parliament in May, 1895, by the merchants, importers and manufacturers of Montreal praying for the establishing of a Board of Customs' Experts, and, as the prayer of that petition has not been fulfilled, the Council now asks the Government's earnest and favorable consideration, believing, as did the Council of 1895, that such a Board of Customs' Experts would be a great boon to the mercantile interests of Canada.

BOKER'S SKATES.

Mr. H. W. Dorken, of the firm of Dorken Bros. & Co., Montreal, spent a couple of days in Toronto this week en route home from a business trip through Western Ontario. He is highly pleased with the prospects for next season's business.

The jobbers, he says, who placed their orders with his house for skates are gratified with the way in which the goods are turning out. "Jobbers, one and all, are of the opinion that, for quality and finish, Boker's skates are this year excelled by none."

Boker's Halifax pattern skate No. 7, and also this firm's hockey and racing skates, are a superior collection of goods. The patterns, it might be said, are of the latest, and are the outcome of Mr. Dorken's ideas, who, by the way, is an expert skater himself.

DISPLAYING POCKET CUTLERY.

A PROPER display of cutlery is a feature essential to success; without it the best assortment and lowest prices will fail equally to command adequate results. There is really no excuse for a lack of display, since nothing in the hardware line lends itself so readily to attractive and even artistic arrangement; in fact, the subject invites attention from those having taste and skill in this direction, and one is almost certain to be well repaid for the time spent. Cutlery offers an attraction not passing, but constant; men never tire looking at it.

Of recent years some manufacturers and jobbers, realizing this fact, have given considerable attention to fitting up showcases, stands, etc., intended for a special arrangement of razors, pocket knives, etc. These, no doubt, answer certain purposes very well, but can hardly satisfy those who desire to make cutlery a feature. However striking or novel they may be as single examples, through general distribution they lose the charm of originality. The reflex of one's own taste or ideas in arrangement lends a certain character and individuality in most any retail business. The plan which I have found most satisfactory, where cutlery is handled in connection with hardware, is to place samples in a counter showcase, displaying only knives and razors. Let the case be in size according to requirements, about 10 to 12 inches high, flat on top—plate glass preferred. I have a case 7 feet long, with sliding doors in rear—the latter should have good mirrors. Into the case I place inclined planes made in sections to enter the doors; they are made of light boards and rise from nothing at the front to 2 inches at the rear, allowing for a level ledge $4\frac{1}{2}$ inches wide; the ledge extends the length of the case, but I leave out one section (about 18 inches) of the inclined plane, leaving an open space in the centre. The whole is covered with black velvet, except the ledge, which has cardinal velvet.

The knives are laid diagonally—blades open and facing out—in symmetrical arrangement, either pointing all one way or half pointing each way, working to the centre from each end, the space remaining being worked out to suit the fancy. The centre space I use for fancy, high-priced and ladies' knives, also to show a few leading razors. Some of each of these, to make them more prominent, I display on a series of tapering turrets turned out of wood and varying in size from 3 to $5\frac{1}{2}$ inches high, with a piece of wood fastened to the top, cut diamond shape at the ends and varying in length to correspond with the lengths of the turrets. This forms a shelf on top, and the

whole is covered with cardinal or some contrasting color of velvet. Around these on the bottom of the case are arranged other knives, erasers, nail files, etc., the whole giving variety to the display.

On the ledge at the rear I place the larger jack knives and pruning knives. By this arrangement knives are seen whether standing in front of or 15 feet from the case—the slight rise being sufficient to keep them in range of vision.

In front of each knife, between the blades, I place a tag with the number and retail price, the former facing to the rear, the latter to the front, thus:

\$2.00

1877

These tags I have printed on satin or silk ribbon, and afterward cut the material into the above shape. For each brand of knives I select a different color, thus heightening the effect and assisting the salesman. Knives in the case are not disturbed; each one being marked; the customer usually purchases the one first selected; the number enables the salesman readily to reach the box bearing the corresponding number, thus keeping the case always tidy and the stock in good shape.

For cheap knives I have four narrow baskets about $2\frac{1}{2} \times 6$ inches, which I place on bent wire supports about $2\frac{1}{2}$ inches high, driven into the rear ledge in showcase. Each basket has a card indicating the price in prominent figures. Into these baskets I also place damaged stock or broken lots intended to be discarded.

The boxes I use in the shelves are mainly the original packages, but it is well to have on hand some strong, neat boxes of uniform size, preferably such having a hinge cover; these are useful to carry odd or job lots of knives, or where quarter dozens of very high-priced knives are carried, of which two styles can be placed in one box by dividing the space with cardboard. Usually some distinguishing mark as to style or color attaches to the boxes of each brand, and it is desirable to retain the original where possible; in this way the sameness imparted by an array of boxes uniform in all respects is avoided, while greater color and variety is imparted to shelf display.

I have two plush sample rolls, one for a medium and one for a high-priced line; in these I place samples of all styles and sizes carried. These rolls I have in a place convenient of access and show the contents to each intending purchaser. All the razors are numbered and price marked. The necessity of bringing down a number of

boxes at each sale, unwrapping and exposing many razors, is entirely avoided. When a razor or knife shows signs of rust it is immediately offered at a considerable reduction, but great care is taken to wipe all goods with a chamois cloth before putting them away.

Scissors do not lend themselves so readily to display in cases, at least flat cases. I have taken one section on each side of the cutlery department and hung double doors to the sectional divisions, covering a space about $1\frac{1}{2} \times 2$ inches. These doors have narrow stiles, which are nailed onto a covering of velvet, forming a panel; each door has a slender bronze pull attached to the stile. I then fasten small cup hooks onto the panel and hang a line of scissors on them; the effect is quite striking. The shelving back of doors I do not use for scissors, but place the articles there that do not show up well in shelves, or such as are not often wanted.

The assortment, quality and styles carried must depend largely on the section in which business is carried on, whether in a village, town or city. As a rule it is advisable to carry one brand of which a specialty is made and to have fair assortments of two or more others, admitting of the various notions and preferences (liable to be very strong in the matter of cutlery) of your customers being fairly met.

Table cutlery I display in different ways. Carving sets and other fine knives I make a special showing of at certain seasons in a separate case, matching the one previously described; arrangement and contents of this case I change from time to time.

In addition to this, I have a wall case with sliding glass doors, built into the cutlery shelving; this case is about 6 feet long by 20 inches high, and has narrow shelves supported by screw eyes, thus making them convenient to remove. I use this for displaying plated ware, carving sets, table knives and forks; the latter I place upon beveled boards $3\frac{1}{2} \times 11$ inches, which should be made of selected wood properly finished and polished. On these I fasten a knife and fork by means of holders made of bent brass, and sample my entire line of knives and forks in this way. On the back of the board the number and price are recorded. This avoids opening and unwrapping five or ten styles each time an enquiry is made.

For carvers the boards are made $4\frac{1}{2} \times 15$ inches; of these I only have four to show the cheaper lines in pairs. These boards are very convenient and effective in making an occasional window display.

For window display cutlery brackets will also be found very useful. These are made so as to hold butcher, kitchen, table knives, etc.; they are suspended, and hang perpen-

dicularly, resting on the guard or bolster. The bracket being adjustable, it can be swung at any angle to the front of the window by being fastened onto or near the frame. When showing the knife and fork samples in the window I use the space left vacant in wall case to display a line of razor strops, which are leaned at an angle in the same way, resting against a narrow shelf above. For the occasion this shelf can be dressed with shaving mugs.

The sale of cutlery can be increased and made profitable, first, by having assortment and display; next, by making this fact thoroughly known, and finally, by showing not only that cutlery has prominence on your shelves, but also in the care and attention devoted to it. This creates enthusiasm and imparts confidence.—J. E. Janssen, in Iron Age.

DOMINION TRAVELERS MEET.

THE quarterly meeting of the Dominion Commercial Travelers' Association, held on Saturday evening in their rooms in the Board of Trade Building, Montreal, was largely attended, and so great was the disposition to transact business that the deliberations did not last more than one hour. Amongst those present were: Messrs. Fred. Massey, in the chair, Max. Murdoch, D. Watson, Gustave Piche, Jas. A. Cantlie, Fred. Hughes, Fred. Birks, Frank Gormley, J. T. Dwyer, W. P. Beauchamp, Lawrence A. Wilson, W. Brewster, W. Kissock, Thos. Herries, E. B. Garneau, of Quebec; J. Croil, H. W. Wadsworth, N. Tucker, A. S. Campbell, E. H. Copland, F. S. Cote, F. X. de Grandpre, Sam Woods, L. O. Demers, Henry Langelier, Geo. Logan, E. E. Brewster, and others.

With the exception of a little good-natured banter on the dinner question, there was apparently no inclination to make speeches, and the business went through with a rush. For the second time in a little over twenty years the French-Canadians will have a representative in the most important office in the gift of the association, and it goes without saying that the president-elect is a gentleman who will reflect credit upon the association as well as upon his race. This, in fact, is not the first time that the English speaking community has expressed its confidence in Mr. J. D. Rolland, for it is indeed a great compliment to the man to be chosen president of an association comprising 2,200 English and 500 French-speaking Canadians.

At the quarterly meeting the nomination of officers is the chief business, yet it seldom happens that an election of a president by acclamation takes place. This year has been the exception, and it has been brought about by the generosity of Mr. Max Mur-

doch, whose name has been freely mentioned as a candidate, but who graciously retired in order that the French Canadian element in the association might have their representative in the chair for 1897. Mr. Rolland was declared elected by acclamation, and the president-elect, although absent, received a hearty cheer.

There will be a contest for the vice-presidency. Messrs. James Armstrong, Wm. Kissock and Newton Tucker being put in nomination by their respective adherents, and a keen, but, of course, good-natured, contest is expected. There are two positions in the D.C.T.A. which scarcely ever provoke a contest, the treasurership, filled by Mr. Fred. Birks, and that of secretary, by Mr. H. W. Wadsworth, Saturday evening being no exception to the general rule.

"There are now five directors to be chosen," said Lieut.-Col. Massey and the following twelve names were immediately put in nomination: A. A. Brown, J. Edgar Buchanan, J. Croil, H. Dean, Jno. T. Dwyer, J. S. N. Dougall, R. H. Holand, W. D. McLaren, W. B. Mathews, Jno. E. Wright, L. O. Demers and John Taylor.

The question of the annual dinner was then taken up, and a brief discussion follow-

ed, Mr. Beauchamp being leader of the opposition. A big majority decided, however, that it would be heresy not to have the annual spread, and December 22nd was fixed upon as the date, with the following committee: David Watson, W. P. Beauchamp, L. A. Wilson, J. T. Dwyer, F. S. Cote, Thos. Herries, Fred. Hughes, Fred. Birks, Hy. Langelier, Frank Gormley, Wm. Kissock, E. B. Garneau, Max Murdoch and John Rogers.

Three days before the dinner, viz., December 19, the annual meeting will be held, when the result of the voting will be announced. The notices of motion were few, but an important one by Mr. E. H. Copland, to the effect that the quarterly meeting proceed at once to the election of officers was made.

The Customs returns for the port of London for October show the total value of dutiable goods imported to have been \$121,172, on which \$36,937.35 was collected, a decrease of \$10,545.02 in the collections compared with October last year. The free goods imported were valued at \$64,496 and the exports at \$56,089, the heaviest items under the latter heading being bacon, \$23,916, and cheese, \$8,282. Of the duties collected, \$3,346.33 was on fruits and \$2,449.42 on spirits.

"Every Can Sold Brought Another Customer."

Our agent in Ormstown, Que., wrote us on 12th inst., as follows:—

"In reference to our experience with The Sherwin-Williams Paints, I beg to say that they have more than fulfilled our expectations. We have found that the liberal advertising matter furnished us gave the paint a good sale at once, and every can we sold brought us another customer, as the goods gave the best of satisfaction of any paints we have ever sold. Hoping you may have a still more successful season this coming year, I remain,

"Yours truly,
"J. B. WALSH."

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

COKE OVENS AT UNION, B.C.

SUBJOINED is an extract from an interview which a representative of The Toronto Globe had with Mr. F. W. G. Fitzgerald, who has recently returned from a trip to the Coast:

"On Vancouver Island," said Mr. Fitzgerald, "there are several fine properties. The chief mines are those known as the Alberni Consolidated, which are controlled and owned almost wholly by Victoria and Vancouver men. The shaft on the principal mine of the Alberni group is down 150 feet, and the ore showings are rich. The country as yet is not 'proved'; although of more than ordinary promise, it has not yet shown up like Kootenay, for instance, but no doubt is a gold-producing country."

"Alberni is rather difficult of access at present. The Esquimalt & Nanaimo Railway runs to Wellington, seven miles beyond Nanaimo, and one must go from either Wellington or Nanaimo by wagon trail. The extension of the E. & N. Railway from Wellington across to Alberni and from Alberni to Union is relatively as essential to the development of the interior of Vancouver Island as the construction of the Crow's Nest Pass Railway may be said to be for that of the Kootenay district. Nanaimo and Wellington are both important coal mining centres. Seventy miles further up is Union, where the Union Colliery Co.'s mines are situated. These mines give employment to about 2,000 men, exclusive of Chinese labor; including the latter the pay roll is 3,000."

"The chief markets for the output of the Union mines are San Francisco and Los Angeles, the Southern Pacific Railway being a principal consumer. That the road should be extended west to Alberni and north to Union is one of the chief needs to-day of the island and is absolutely necessary to its further development and settlement. The Union Colliery Co. at Union have within the last few months constructed coke ovens with a capacity of 200 tons per day and at a cost of \$260,000. The coke at present used for smelting purposes at British Columbia by the smelters at Trail and Nelson is in the main brought from Wales and costs \$14 per ton. The Hall mine smelter at Nelson uses twenty tons of coke daily, and the cost of this coke constitutes one of the chief items of expense in mining."

"The construction of these coke ovens at Union will almost unfailingly be followed as a matter of cause and effect by the building of a smelter at Vancouver, an enterprise on which the business men of that city have set their hearts. There are only three smelters in British Columbia, one being at Trail, that of the Hall Mines Co. at Nelson, which, though doing a little custom work, is mainly employed on the output of their own

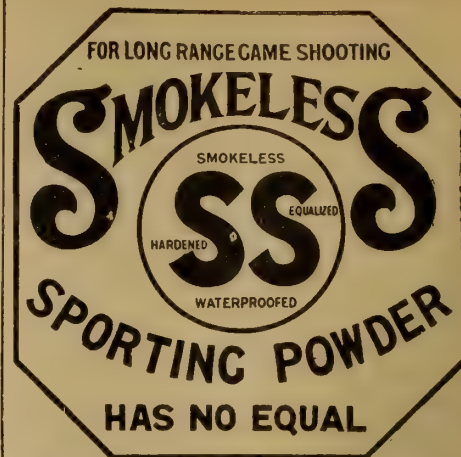
mine, the Silver King, and the smelter at Pilot Bay, on Kootenay Lake. All the coke used in the above comes from either Pennsylvania or New South Wales, and the importance of the establishing of this coke plant at Union and its bearing on the mining industry will be made apparent by the fact that 100 pounds of coke will smelt a ton of ore. Every person who has an acquaintance with present mining conditions in British Columbia laments the fact that the bulk of the smelting and all the refining of the British Columbia ore product is being done by the smelters and refineries of Denver, Omaha, Butte and Tacoma. All that Mr. Horne Payne recently said in The Globe regarding the undesirability of having the local supply trade controlled by Americans applies with equal force to the patronage which our British Columbia mines are furnishing to the American smelters and refineries."

SPELL CAREFULLY.

It is scarcely conceivable that inaccuracies in the spelling of every-day words, manifestly the result of carelessness, and not ignorance, should be allowed to mar the effect of cards on goods in a dealer's window for days and weeks at a time, but we have several instances of this in mind, remarks Stoves and Hardware Reporter. We have known egregious errors to remain uncorrected long after attention had been called to them. A little matter like this is apt to be considered of minor importance by the busy merchant, but impressions are likely to be produced on the passer-by of a decidedly unfavorable character. We have known glaring errors in spelling to be made purposely for the purpose of attracting attention, but we very much doubt the expediency of such a course.

BICYCLES IN THE MAIL.

Parcels weighing twenty pounds and of the value of \$100 may be sent by mail between England and France, in accordance with a new agreement made by the two Governments. Knowledge of this recently enabled an American wheel tourist to send his machine from London to Paris by mail at less expense and trouble than he could have transported it in any other fashion, while at the same time the machine was more carefully handled than it would have been if left to the tender mercies of the Continental baggage smasher. The wheels and handle bar were removed from the frame and carefully wrapped in heavy paper, so as to make a compact bundle, before the postage was paid, and when the wrappings were removed at the tourist's hotel in Paris, the machine was in perfect condition.



NO SMOKE. GREAT RESULTS.

**HIGH VELOCITIES
LOW PRESSURES
LONG RANGE**

**EXTRA HARDENED, DOUBLE WATER-PROOFED,
RELIABLE, SAFE, NO JAR,
HARD HITTING.**

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

*The Powder of Powders for a variable
Climate.*

UNEQUALLED RECORDS.

**TRIALS BY ELEY BROS., AND
"ROD AND GUN."**

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
" 43 " 872'72 " " "

**Far in excess of any other Powder
Nitro or Black**

Pattern 233.

**Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.**

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '300 to '377 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

HARDWARE
MERCHANTS

37 West Front Street Toronto

If you want to buy

CUTLERY
SKATES
LANTERNS
... OR ...
COW CHAINS

Write us for our **Illustrated Catalogue**, with prices.

It is the best illustrated list of cutlery ever issued
by any firm in the **Dominion**.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

... TORONTO

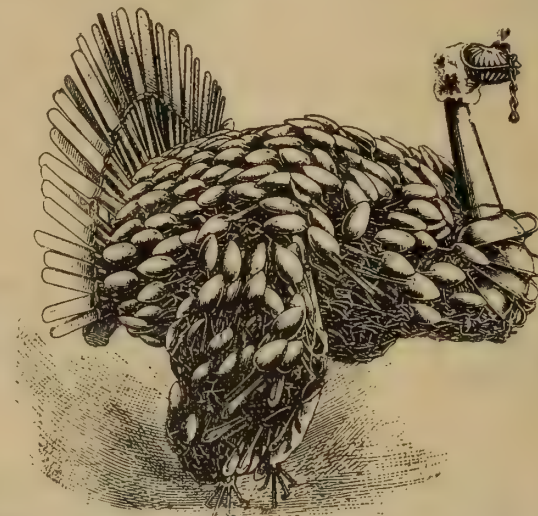
Graham Cut and Wire Nails are the Best.

HOW TO TEMPER A SPRING.

It is not every smith who knows how properly to temper a spring. It is not a hard job to some smiths, says Scientific American, but other smiths, professional and amateur, claim that it is. In getting ready to temper a spring one should begin with the forging itself, for if that be not well done no amount of "know how" can make a successful tempering. The forging should be done with low heats and light blows, and the steel should not be hammered while cold, with heavy blows at least. Avoid making hammer marks in the steel when forging, for, although such marks may be worked out, they do not add to the strength or long life of the spring. A good many failures of seemingly perfect springs could doubtless be traced to this little point in the forging. After the spring has been hammered to size spend a little extra time in lightly hammering the steel when it is nearly cold—but don't strike hard. The light hammering will toughen the steel and make a better spring. The outside surface or "skin" seems better adapted to spring work where the surface is hammered up instead of being filled or ground. After the hammering is done polish the spring with a bit of emery paper. It is best not to put it on an emery wheel, for then the skin above mentioned would be destroyed. Sometimes, however, it is necessary to partly shape the spring by grinding, but let this be done at an early stage of the job, so that the outside skin may be restored as much as possible. When ready for the hardening, there are two ways of doing the heating—either by holding the spring over a clean fire with a small pair of tongs, keeping the spring high up so that it will heat slowly, or by first heating a heavy piece of iron red-hot and then placing the spring on that until the steel is heated.

When the spring is fully and uniformly heated to a light red, plunge into cool, but not ice-cold, water. The amount of twist that is got into the spring by this operation depends on the manner in which the spring is put into the water. If it be put in so that a flat side touches first, the sudden cooling of that side will cause the spring to be pulled out of shape, and held there by the subsequent cooling of the rest of the spring. If put into the water endwise, or straight, there will be but little distortion of the spring. After hardening, polish the steel with a bit of emery cloth until the metal is bright, clean and white, then put a few drops of oil on a bit of paper, light it and hold under the spring until every portion of its surface is covered with a thick coating of smoke. Next heat the spring slowly, holding it high

up over the forge fire until the smoke is all burned off; but it should all go alike. Don't let one part of the spring get so hot that the smoke is all burned off while another part is thickly coated. That means a spring of uneven temper that will break in short order. When the smoke has been carefully burned off, lay the spring on the



ashes of the forge to cool slowly, and in a few minutes it will be ready for work.

SUBSTITUTES FOR BORAX.

Although borax is the flux most generally used in brazing, says Ironmonger, there are various substitutes for it, and some operators prefer boracic acid. The principal objection to borax is the hardness of the scale that is left; but the great thing is to use the wire brush immediately the joint is taken from the hearth. The work of removing the scale afterwards by filing is tedious, and very injurious to the files. Care must be taken in using the wire brush not to injure the tubing, which, at the temperature required for brazing, is very soft. When steel and malleable iron have to be united, it has been recommended by some that copper should be used instead of brass. But the drawback to copper is that much greater heat is required, and it is one of the aims of the skilled and careful cycle mechanic to avoid applying any more heat than is positively necessary, as the thin steel tubing used in cycle making is so easily weakened by over-heating. For the same reason the brazing-wire used should not be too hard, as the softer it is the lower the heat at which it will melt. But it is possible to err on the other side, and use brazing-wire which is too soft, and which will not make a strong enough joint. Perfect cleanliness is very important in brazing, and the heat should be as smokeless as possible. Asbestos is preferable to coke for use on the brazing hearth, as it is more cleanly and free from impurities. But coke assists the heat when the heat is barely sufficient for the work. Unless the shop is well ventilated,

the fumes from coke are apt to attack any bright metal surfaces which are near at hand.

A THANKSGIVING TURKEY.

THE accompanying cut is from a sketch of a "turkey" displayed in the store of a Cleveland, Ohio, hardware merchant a year ago. The turkey was made largely of tinware and placed in the window with carvers and other table cutlery. The foundation of the bird, according to Iron Age, was a wooden box the same shape, and about 2 inches larger each way than an Ives sash lock box. Four sides and one end of the box were covered with burlap and stuffed with excelsior to give shape to the body. To the remaining end of the box a circular shaped board was nailed as a foundation for the tail. Around the burlap was wrapped a piece of 1 inch mesh wire netting. On the under side, between the burlap and the netting, a tin milk strainer with three legs was inserted. Beginning at the tail, tin spoons were inserted in the openings of the netting, running the handles under the netting to hold them in place, and lapping the second row over the first to produce the appearance of feathers; continuing in this manner until the body was covered. The neck was formed of tin fruit can funnels, a tin horn bent at the end, and two heart shaped patty tins bent to form the head, soldered together. A small piece of brass chain was soldered to the head for wattles. The wings were formed of boards cut to the proper shape and covered with netting and tin spoons. The tail was made of silver plated knives fastened to the tail board with double pointed tacks. The legs were weeding hooks, inserted in holes bored in an oblong piece of board, which was covered on the lower side like the rest of the body, the upper side serving as a rest for the turkey.

It is computed that orders for over 120,000 tons of new shipping have been placed with Clyde builders in October. The new tonnage is almost wholly for steamers of 6,000 tons dead weight.



We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

HINTS ABOUT VALVES.

THE valve of a bicycle tire is sometimes the cause of great trouble, and one may suspect that he has been the victim of a slight puncture, when all the trouble is in the valve, remarks N. Y. Tribune. No matter how the valve is constructed, an essential part of every one is a rubber washer. As everybody knows, rubber will, in the course of a few months, lose its quality and become "dead," and when this happens it is not strange that the valve fails to hold air. Some valves are so constructed that a rider with the least degree of mechanical skill can remove the plunger in case of necessity and apply a new washer, thus making the valve airtight again; and, so far as riders are concerned, such a valve would seem to have points of superiority over any other. A widely used valve however, is so made that the plunger and washer can only be got at from the inside, that is, by the removal of the entire stem, a job which no one but a regular repairer would undertake. The repair men, as a rule, speak highly of this valve; how far their opinion is formed by the fact that cyclists must come to them in case repairs are necessary, is a matter of conjecture. Happily, the valve in question does not get out of order readily. Many valves are constructed with a coil spring to hold the plunger

in place; others accomplish the same end through the elastic power of the rubber forming the plunger. The pressure of the air when the pump is applied compresses the spring or stretches the rubber, allowing the air to pass into the tire, and the air pressure immediately restores the plunger to its position, with the washer held tightly in place. Riders have been known, when something appeared to be wrong with a valve, to put a drop of oil in it, forgetting that the effect of oil on rubber is anything but good, and that a valve is never in need of oil to make it work properly. The cap of a valve is commonly an essential part of it, although it ought not to be. At the same time, it will often happen that a valve which, when tested with the cap off, will show a slight leakage of air, will be found airtight with the cap firmly screwed in place. In fact, the caps of some valves are provided with a rubber lining at the inner end, so as to make as tight a joint as possible. In any event, it is unwise to use a tire when the cap of the valve has been lost, since dust and dirt are sure to enter and be the cause of trouble. Apropos of what is said about valves that leak and cause trouble, it not infrequently happens that a valve which allows the air to escape slowly when the bicycle is not in use will serve its purpose all right when the machine

is ridden. The reason for this is that the air pressure on the inside of the valve is increased by the rider's weight and the washer thus pressed firmly into its place, shutting off the escape of air. Of course, such a valve is not a good thing to have, but at the same time a rider may feel reasonably safe in going out for a day's run, even if his tire was "flat" in the morning. In such a case, though, it would be a great mistake not to carry a pump.

COST OF IRON ORE.

This year a Mesaba mine has mined more than 800,000 tons of iron ore at less than 10 cents a ton, including all costs. Here are the figures:

There have been employed at the Oliver for 145 days 120 men, whose wages have been about \$240 a day. Three steamshovels and two locomotives have been used at a cost of about \$80 a day, and a 10 per cent. addition for incidentals will make the total \$350 a day, or \$50,000 for the season. In this time 810,000 tons of ore were mined and shipped, the cost being about 6¼ cents a ton. To this must be added the expense of stripping. So far the mining is being done at a higher level than the surrounding country, and the cars are pulled down hill out of the mine.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

TRADE CHAT.

THE C.P.R., according to The Winnipeg Free Press, continues to send east 150 cars of wheat daily. Navigation is expected to close about the 28th inst.

The H., G. & B. Electric Railway carried 147,000 passengers between May 1 and October 31 last and 26,000 packages of fruit. The total amount of freight carried during the months referred to amounted to 2,259,620 pounds.

Mr. Arch. Lamont, a large pork packer of Chatham, has been at work on an important invention, and Saturday he received word from Ottawa that a patent had been granted. The invention is an apparatus for transforming railway freight cars into refrigerator cars. It is, in brief, an adaptation of the principle used in cold storage warehouses to these conveyances. At present cold storage cars are cooled by ice, which has frequently to be replenished. Mr. Lamont's idea is to secure power from a connection with the axle of the car and by means of compressed air and a small engine generate frigidity from ammonia, doing away wholly with the use of ice.—Journal, St. Thomas.

Mr. J. A. Patterson is to establish a sandpaper factory at Hamilton.

Advices from Sydney, N.S.W., note that Canadian bicycles are gaining in popularity at the Antipodes.

The Anchor Wire Fence Co., of Brantford, apply for letters of incorporation.

At one minute after Sunday midnight, Secretary W. B. Rankine, of the Niagara Falls Power Co., turned the switch in the main power house of the company, at Niagara Falls, N.Y., connecting the monster 5,000 horse-power dynamos with the transformers in the transformer house, which are in turn connected directly with the Buffalo power transmission line, and at that same instant the electric power of Niagara was for the first time sent out beyond the confines of the city and on direct to Buffalo, a distance of some 22 miles.

Natural gas has been discovered at Medicine Hat, and there have arrived there Messrs. S. T. Copus, of the Natural Gas and Oil Co., Windsor, Ont., and C. C. Foster, of Leamington. These gentlemen, who are experts in natural gas matters, were sent up to Medicine Hat by the Canadian Pacific Ry. Co. to look over the gas field there and to report upon the condition, etc., of the wells sunk.

It has been decided to erect a blast furnace and cyanide plant in connection with the School of Mines, Kingston, Ont. The blast furnace will be located in a separate building contiguous to the stamp mill, and will be capable of smelting five tons of ore

daily. It will be of the most modern pattern. Students in mineralogy at the School of Mines had an excursion on Saturday to Foxton Mines at Sydenham. At the Woodruff farm, about six miles north of the city, were discovered specimens of considerable size of anthraxolite, the so-called Sudbury coal.

The new Western Fair Buildings, London, cost a total of \$34,518.19. Of this sum \$26,193.70 was contributed by the city, being the grant of \$25,000 and the proceeds of the debenture issue. The Fair Board added \$3,506.30 to this, and then assumed a balance of \$4,818.49, most of which was devoted to the construction of the new grand stands.

The Ontario Government has decided to send its diamond drill to the scene of the coal or anthraxolite deposits, near Chelmsford, and take deep soundings, to learn the extent and quality of the mineral.

FULL-PAGE ADVERTISEMENTS.

By NATH'L C. FOWLER, JR.

The good of all good is in the good way of handling it.

A good thing, badly presented, may be as poor as a bad thing well presented.

Too little office room is extravagant economy.

Too much office room is wasteful extravagance.

Enough is plenty.

A large business, and a large office, generally go together.

A hundred-dollar man does not often wear a ten-dollar overcoat.

In the equilibrium of the parts of the business is the success of the whole of it.

The successful house has enough room, enough clerks, and enough of everything.

By your surroundings so will you be commercially judged.

Extravagance and economy, like the extremes of heat and cold, act the same.

There are several reasons in favor of full-page advertisements in trade papers.

To logically and practically present them, allow me to give them, number by number:

First—The full-page advertisement stands for progress.

Second—The full-page advertisement represents success.

Third—The full-page advertisement must be seen.

Fourth—The full-page advertisement is exclusive—nobody else occupies the page with you.

Fifth—The full-page advertisement gives you individual identity you stand by yourself on your own ground.

Sixth—The full-page advertisement may not be a guarantee of respectability, but

few, except the most reliable of houses, use full pages.

Seventh—The full-page advertisement admits of the boldest typographical display.

Eighth—The full-page advertisement allows ample room for comprehensive illustration.

Ninth—More than four times as many people see and read the full-page advertisement than see and read the quarter-page advertisement, and the full page does not generally cost quite as much as four times the cost of the quarter page.

The traveling salesman should never be obliged to initiate the buyer, for the first time, with the name of the house he represents.

The full-page advertiser knows that the name, and the business he does, are familiar to every possible buyer.

The advertiser of smaller space generally finds that his advertisement pays him, and if he finds it to be so, there is no reason why his reason should not furnish reason to make the good thing that paid him well, pay him better.

There are exceptions, for no invariable rule ever existed, but no man of sense dares risk his dollars in following the law of exception, when the rule of average leads on to success.

So long as 99 per cent. of the most progressive and successful houses use full pages, have used full pages, and always expect to use full pages, the argument in favor of full pages lifts itself from out of the sea of doubt, on to the rock of successful safety.

OPPOSITION TO TARIFF REVISION.

At the New York Board of Trade and Transportation meeting Wednesday, 11th inst., the following resolution was presented by F. B. Thurber: "Resolved, that it would be unwise on the part of the incoming Congress to check the revival of business by the extended discussion attending a new tariff bill, when all necessary revenue may be obtained by the prompt passage by the Senate of the Dingley Supplementary Tariff Bill, which has already passed the House and is now pending in the Senate." The resolution provoked considerable discussion, but was finally received and referred to the Executive Committee.

Whatever may happen to a man of fixed purpose, even though his sails may be swept away and his mast stripped to the deck, though he may be wrecked by the storms of life, the needle of his compass will still point to the north star of his hope. Whatever comes, his life will not be purposeless. Even a wreck that makes its port a greater success than a full-rigged ship with all its sails flying, with every mast and rope intact, which merely drifts into an accidental harbor.—Architects of Fate.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

We are now ready to talk prices and make contracts for 1897 for the

CAVALIER AND PELHAM BICYCLES

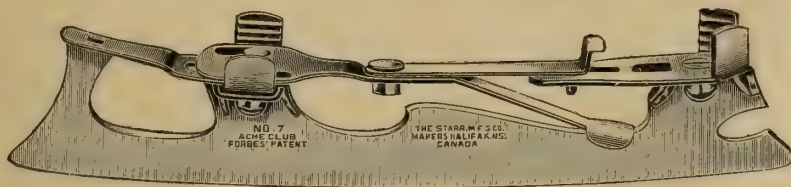
Sole Agents for Dominion of Canada.

Caverhill, Learmont & Co.
MONTREAL.

SKATES...

We have a complete stock of
all sizes of the following:

"GENUINE ACME SKATES."

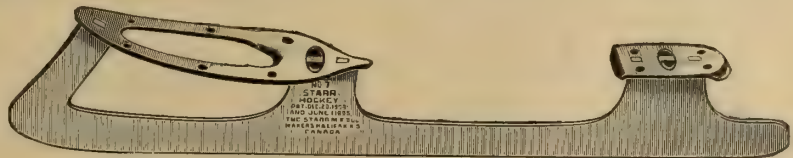


German Acme Nos. 5, 7, 10

Canadian " " 5, 7, 10

Starr Hockey " 5, 7, 10

We also carry full line of
fixtures. Write for prices
and book your orders now.



M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

BUY THE . . .

"M" BRAND 1896**HORSE SHOES * AND * HORSE NAILS****AND GET THE LATEST AND BEST.**MANUFACTURED BY **MONTREAL ROLLING MILLS CO.****N. B.—Send for our Horse Shoers' Catalogue.****HOW TO MEET KEEN COMPETITION.**

COMPETITION has caused unreasonable jealousy between members of the hardware trade, particularly in small towns, writes S. McClymont in Hardwareman. The result has been a reckless cutting of prices in the struggle to get the public patronage. Only the strongest survive this. In a small town the trade done must be limited. To lower the price of everything to cut out one's neighbor is a suicidal policy; it may so lessen returns that needful business expenses swallow up all the profits. A large town has an unlimited circle of customers, and the tendency is to buy from large centres, and small profits there may make a grand total. Some urge that it is a day of small profits, that co-operative stores fix and publish prices of most things, and that to get a share of business one must follow suit. Others reply that store competition cannot be met. The percentage of profit stores calculate to get on their large turnover would not enable a small business to exist. Also, the stores buy largely for cash and get better terms (which is, in many cases, too true). But all this may be met; the ironmonger still has his customers, some from indifference, some from ignorance, others of necessity. Ironmongers also sell many things the stores do not touch. Now for a remedy—not an untried one. Let

ironmongers in small towns henceforth work together; all have a right to live, and it is cheaper to support a man in business than in the union. When required, let ironmongers meet in a friendly way and arrange the selling prices of leading things on a profitable basis. Even the profits of public contracts might be mutually divided. This will meet local competition. To meet store competition, let the ironmongers of a town combine, if necessary, co-operating with those of a neighboring town, and order leading things in large lots, as cartridge cases, powder, corrugated iron, furniture polish, petroleum, glass, etc., distributing according to the needs of each, also having a centre store for delivery of same, so getting the lowest tonnage rates. This will enable the small ironmonger to obtain his goods on the terms and at the favorable railway rates which the stores get, and to make competition with them possible. There would certainly be some who would refuse co-operation—leave such out, it would be their loss. A private telephone to each other would facilitate business. Finally, aim to pay cash as far as possible, even the $2\frac{1}{2}$ per cent. will pay house rent and much else.

WINNIPEG CITY TRAVELERS.

At an adjourned meeting of the city travelers of Winnipeg, the project of forming an association was completed. The organization will be known as the Winnipeg City Tra-

velers' Association. The officers elected are: J. Mouat, honorary president; D. M. Horne, president; A. E. Scott, vice-president; John Horne, secretary; W. Watson, treasurer; committee, H. G. Spurgeon, J. H. Dickey, R. J. Galna, J. Douglas, D. B. McRae. The meeting was adjourned for two weeks, when the committee will submit a code of bylaws for approval.

EARLY-CLOSING LAW IN WINNIPEG

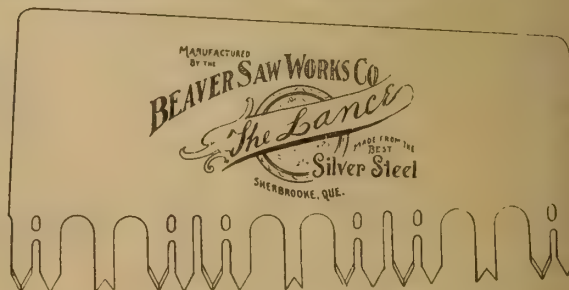
The most interesting case before Col. Peebles at the City Police Court on Monday was that of Mr. F. Cloutier, who has just begun anew his fight to upset the early closing bylaw recently enacted by the City Council. A number of prominent members of the Early-Closing Association were on hand to watch the case, the prosecution being conducted by City Solicitor Hough. Mr. Cloutier's chief contention was that he ran a general store, and that while the bylaw did apply to grocery, boot and shoe and other specifically mentioned lines of business, it did not apply to general stores. A large amount of evidence was given in the case by Mr. Cloutier, but the magistrate could not endorse his contention. Mr. Cloutier was charged in two separate counts as relating to both his grocery and boot and shoe departments, and on each charge he was fined \$10 and costs. Mr. Cloutier promptly gave notice he would appeal to the higher courts.—Winnipeg Free Press, Nov. 10.

THE BEST AND CHEAPEST CROSS CUT SAWS

Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES . . .

Canada Webs
Buck Saws
Etc., Etc.



—the best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

Special attention and prompt shipment given to all orders for

Window Glass

Star, Diamond Star, Double
Diamond, Plate, Colored, Fancy
Enamelled, Leaded, etc., etc.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

A MINING MACHINERY FIRM.

A PPLICATION is being made to the Governor-General in Council for the incorporation of the James Cooper Manufacturing Co., Ltd. The objects for which incorporation is sought are to manufacture, repair, construct, buy, sell, deal in and erect all classes and kinds of mining and other machinery, including compressors, drills, engines of all kinds and descriptions, for use in mining and all other purposes; to build and equip mills, buildings, roads, tramways of all kinds, and generally to do all acts and things as are or become necessary, incidental or expedient for the purpose of carrying out the aforesaid objects; to purchase, acquire, hold and dispose of patents and patent rights in connection with the aforesaid business; to purchase, acquire and hold real estate for the proper carrying out of the objects of the said business, and to carry on the said business throughout the Dominion of Canada and elsewhere. The chief place of business of the proposed company is to be Montreal. The intended amount of the capital stock is to be \$99,000. The number of shares is to be 990, and the amount of each share is to be of the value of \$100. The names of each of the applicants are: J. Cooper, S. J. Simpson, manager, F. H. Hopkins, W. H. C. Mussen and T. J. Kennedy, engineer, all of Mont-

real, who are to be the first or provisional directors of the company.

CUTTING PRICES.

The question of cutting prices is at this time one of the most important and, perhaps, one of the least ventilated of the day, says a writer in Hardwareman. It is almost impossible to attempt to cut prices all round, and yet you must sell certain things at almost cost price "because the stores do it," or lose your customer. Now, having given some attention to this subject, I have come to the conclusion that (1) we cannot afford to lose our customer; (2) we cannot afford to sell our goods with about only 5 per cent. to 7½ per cent. profit. So to get over the difficulty and be equal to our more powerful competitors, I find the best way is to cut a special thing of a special line. For instance, taking wire netting, we find the best selling size to be 36 in. x 2 in., which costs about 4s. 7d. per roll, or just under 1¼d. per yard. Now, selling this particular size at 5s. 6d. per roll, or 1½d. per yard, is certainly cutting too close for general trading, but by letting the public know this price and putting this special size well to the front, I sell about two-thirds more netting in general sizes than I should have done, therefore making up for the small profit on one size by the extra sale, as all other sizes from

that I gradually increase until the usual profit is reached. Now, again, taking table lamps usually sold at 1s. and the hand lamps usually sold at 6d., and marking them at 9d. and 5d. in the windows, on the stands about the shop, and on the counter, I get the reputation at the beginning of the season for being cheap, so people wanting, perhaps, a better lamp than those mentioned will come to me instead of going elsewhere, which they would have done otherwise. There are a good many things that could be improved and the sales increased by a bit of pushing and cutting. Although far from being an advocate of cutting prices myself, we must not let others with more life and energy get ahead of us in these progressive times.

BICYCLE FACTORY FOR HAMILTON.

The Excelsior Bicycle Co. is being organized in Hamilton for the purpose of bringing the Excelsior Co. from Toronto to that city, and when, in a few days, the \$20,000 stock shall have been subscribed, the company will apply for a charter.

It is proposed to locate the factory in the old Burn-Robinson building on Mary street, and the projectors are: David Blackley, John Hoodless, John H. Tilden, C. S. Cochran, Ald. Brown, Dr. Clark and others.

The Herald says the company will not likely ask for any favors from the city.

BOWMAN, KENNEDY & Co.,

LONDON, ONT.

GUNS, RIFLES, PERFECT SHOT SHELLS

HEADQUARTERS FOR . . .

Empire Clay Targets, Cleveland Blue Rocks, Schultze Powder,
Special Wadding.

As we are reducing stock of Guns will give special low values.

Do not lose the opportunity to secure bargains.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, NOV. 20, 1896.

HARDWARE.

THERE has been a fair week's trade in general shelf hardware, indeed, several lines exhibit a gratifying expansion even if it is not of a marked character. Plain wire, such as hay-baling and oiled and annealed, has received some attention, though not of a brisk kind. Barbed wire continues motionless. Wire nails have experienced more demand and the same remarks apply in a minor degree to the cut variety. It is the season for horseshoes and horsenails and they are one of the active spots on the list. Screws have furnished a fair volume of trade, also tire bolts, copper and tinned rivets and cordage. The week has also developed larger orders for cutlery, which have expanded out of a purely sorting character. In sporting goods demand is diminishing with the advance of the season, and churns and clothes wringers are also duller than they were. Tools of all kinds, on the contrary, are fairly active and promise to continue so, and skates are really brisk, there being an appreciable increase in this week's volume of orders.

PLAIN WIRE—A fair number of orders are noted for hay-baling and oiled and annealed wire. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an ex-

tra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—There is no activity to note in barbed wire. We quote: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—There is a fair demand for these. Discounts, 70, 10 and 5 f.o.b. in Quebec, 70 and 12½ in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 70 and 12½ in Maritime Provinces and British Columbia, and 67½ and 5 in Manitoba and the Territories.

CUT NAILS—Somewhat more enquiry is noted for cut nails, though not exceptionally brisk. The base price is \$2.75 f.o.b. Montreal.

HORSE NAILS—Demand for horse nails is increasing. Discount, 50 per cent.

HORSESHOES—There is a good enquiry both for iron and steel shoes, the week's volume of trade being increased. We quote; Iron shoes, \$3.50; steel shoes, XL 304, \$4.50; ditto 0 and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—There have been some fair orders for these.

SCREWS—There has been a good average week's business in this line. Dis-

counts: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—There is a moderate business in brass and copper wire, Discount continues at 12½ per cent.

TIRE BOLTS—There is a quiet call for these at 65 and 10 per cent. off.

IRON RIVETS AND BURRS—There is little change in these. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

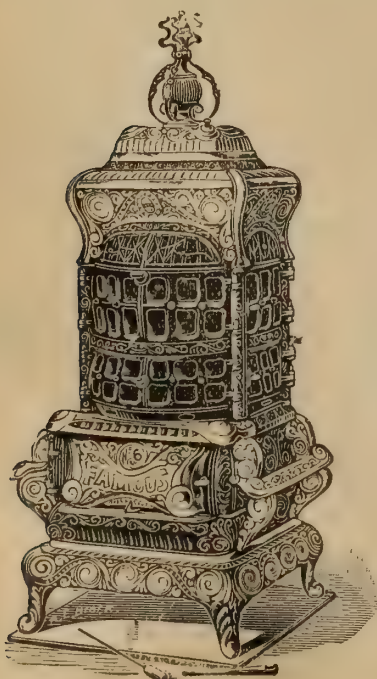
COPPER AND TINNED RIVETS, ETC.—Both copper and tinned rivets have been enquired for, but chiefly the former. Discounts are 50 on copper and 65 per cent. on tinned.

ROPE—There has been a fair lot of orders for cordage. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CUTLERY—Orders have increased this week both for table and pocket cutlery, and it has been one of the active lines.

SPORTING GOODS—The season is advanced for these and the volume of trade is diminished.

CHURNS AND CLOTHES WRINGERS—Very few orders were noted for these during the past week. The discount on the former is 70 per cent., and the base price on the latter \$26.50.



FAMOUS BASEBURNER

The handsomest and best working stove of this class in America. Construction of flues gives it a greater heating capacity than any other.

Entire base radiates heat.

Immense radiating surface secures economy in fuel.

Made in two sizes with and without oven. Oven is made with the flues same as in cooking stove:

Double heater attachments. A triumph of art and utility.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of

MONTREAL



For.....

Hoisting
Mining

Elevators
Guys, etc.

Clothes Lines
and

Semaphore
....Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

The Material

We use for the manufacture of our "C" brand horseshoe nails is a superior quality of Swedish charcoal iron nail rods, which are especially selected and made for the purpose. Quality is our first consideration in the material we use. We could not make good horse nails out of cheap stock. The buyers of our "C" brand horse nails can rest satisfied that they are getting the best value for their money, and giving their customers a nail that is bound to satisfy the most critical. Our name and trade mark (the letter "C") is on each box.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

TOOLS—The demand has been for the same varieties, snow shovels, scoops, draining tools, etc.

AXES—There is a good demand for these and prices are steady at \$5.50 to \$7.

BUILDING PAPER—There is a moderate jobbing demand and prices are unchanged. We quote: Plain building, 30 to 32c.; tarred lining, 40 to 42c.; and do. roofing, \$1.40 to \$1.50.

SADDLERY SUPPLIES — Whips, halters, surcingles, etc., are asked for in fair quantities.

SKATES—Demand for these has shown a considerable increase in volume. Both the Acme and skeleton varieties are wanted.

WARE—There is a fair enquiry for granite, tinned and other ware.

BELTING—Quiet and unchanged at 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—There has been a fair enquiry both for English and Belgian. We quote: English, \$1.90, and Belgian, \$1.80.

FIREBRICKS—Continue in fair demand at \$16 to \$21 per 1,000, as to brand.

METALS

The main feature in heavy iron and metals at present is the generally strong disposition of values in all lines, even in the recently unsettled bar iron. In fact, holders are not urging business at all because the condition of their stock does not permit it. This is particularly the case in tin, Canada, terne plates and other sheet material.

PIG IRON—This market has been quiet and steady, with a few small contracts in Hamilton and Nova Scotia brands within quotations. We quote: Hamilton, \$18 to \$18.50 for No. 1, and \$17 to \$17.50 for No. 2; Ferrona, \$16.75 to \$17.50; Siemens, \$16.75 to \$17.50; Summerlee, \$19.50; Carron, \$19.50; No. 1 Ayrshire, \$18.50; Eglinton, \$18, and Carnbro', \$18.

BAR IRON—There is a more settled feeling in bar iron, and it is doubtful if a jobber could contract on as favorable terms as was possible last week. One wanted to spread out an order over a lengthy period at the cut price noted last week and was refused. Accordingly, we quote values with a steadier tendency at \$1.45 to \$1.50.

BANDS—There have been some moderate orders put through for domestic band iron on the basis of \$1.75.

HOOP IRON—Is held firmer, if anything, this week, and we know that jobbers have refused to book orders for less than \$2.20.

SHEET STEEL—There is only a quiet trade noted, and we quote on the basis of \$2.60 to \$2.75.

SHEET IRON—Very little doing on which to base a price, but holders are certainly

W. G. HARRIS

Wholesale Buyer

.. of ..

SCRAP

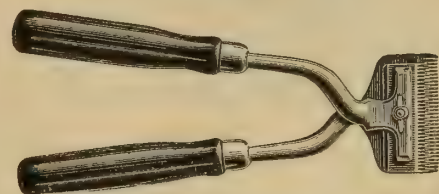
BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

PERFECTION



HORSE CLIPPERS
TOILET CLIPPERS
RAZORS, ETC.,

are strictly the very best.

H. S. HOWLAND, SONS & CO.
Toronto.

Varnishes

No better varnishes are made anywhere, by any one, than we make. With very few exceptions in the whole world, there are no varnishes as good as we make.

Good varnishes are made of good gum, of the right kind, Genuine Linseed Oil and pure Turpentine. For gums we have, through our connections with Pratt & Lambert, the pick of the world. Our oil and turpentine are the purest money can buy. We have a varnish maker who knows how to put these articles together to make varnish that's good.

The Cottingham Varnish Co.

LIMITED

Mrs Pratt & Lambert's Varnishes

Montreal.

firmer in their views and it is doubtful if a buyer could do better than \$2.50.

TINNED IRON—Values in this line are firmer, if anything, this week, and we quote a 25c. higher range at \$5.75 to \$6 up to 24 gauge.

GALVANIZED IRON—The tone is firm, and though no quotable change has been actually established, it is doubtful if any extensive business could be done as low as \$4.50, though we still quote it nominally.

LEAD PIPE—There is a fair demand for lead pipe. We quote 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Continues quiet at 60 per cent.

PIG LEAD—Our inside price is unchanged, but no buyer this week could fill a small order at the figure. We advance our range to \$3.25 to \$3.35.

PIG TIN—There is a firm feeling in pig tin at 15 to 16c.

INGOT COPPER—Business quiet, but the feeling firm at 13c.

SHEET COPPER—A holder refused 16c. this week, asking an advance, and we quote 17c. for ordinary jobbing lots.

IRON PIPE—There has been a good steady enquiry for iron pipe, and the tone is firm. Discounts are . ⅜ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Holders here are not urging business on Canada plates at present. Stocks generally are small and values are firmly held at \$2.40 to \$2.50.

TIN PLATES—There is a moderate demand for these, but sellers are not anxious about orders. We quote: Cokes, \$2.90 to \$3, and charcoals, \$3.40 to \$3.80.

TERNE PLATES—These also are very firmly held at \$5.85 to \$6.25, as to grade.

SOLDER—Quiet and steady at 11½ to 12c.

SHEET ZINC—Fairly active and firm at 5 to 5½c.

SPELTER—Unchanged at \$4.50 to \$4.75.

ANTIMONY—Featureless, at 10c.

GLASS.

Enquiry for window glass has been quite active during the week. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

There has been a fair volume of new business during the past week, but it will now begin to ease off as the season of navigation draws to a close. There may still be the usual rush of orders for last boats, but from appearances orders of this sort will be light.

Linseed oil and turpentine are unchanged at the sources of supply.

WHITE LEAD—In good demand for immediate shipment. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Demand quieter. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—In good demand in sorting way. Prices without change.

LINSEED OIL—Unchanged at 47c. for raw and 50c. for boiled, net 30 days; 5 and 10 barrel lots 1c. less per gal.

TURPENTINE—Steady at last week's prices. We quote: 44c. in single barrels; 5 barrels 1c. less, net 30 days.

SEAL OIL—Firmly held at 52½c.

CASTOR OIL—Strong at 9 to 9½c.

NAVAL STORES—Quiet. We quote as follows: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is an active demand for all heavy chemicals for immediate shipment. We quote: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

Demand for petroleum is active. We quote: Canadian, 16½c. and American 20c., in single barrels; car lots, of course, being had for less money.

HIDES.

Values on hides are firmer and 1c. higher, at 8c. for No. 1, 7c. for No. 2 and 6c. for No. 3.

ASHES.

Continue steady. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

COAL.

The coal market is brisk. We quote: Stove and chestnut, \$6, and egg \$5.50.

MONTREAL NOTES.

Lamplough & McNaughton have been showing the trade samples of German artists' brushes. These goods are of the very best quality, the camel hair mottlers being especially noticeable.

Caverhill, Learmont & Co. have decided to put Dunlop tires on all their Cavalier wheels for 1897 instead of Morgan & Wright, used this year. There will also be several other improvements in this wheel, including the two-piece keyless cranks and axle, double crown, 4½ tread, flat side rear stays, new head adjustment, friction handle bar, new spider pattern sprocket, etc.

ONTARIO MARKETS.

TORONTO, Nov. 20, 1896.

HARDWARE.

TAKING it all round, the volume of business is much about the same as a week ago. Manufacturers of shelf hardware in the United States continue to advance their prices, and among the changes made this week is a sharp appreciation in chest, till and cupboard locks. The improvement noted last week in nails has been maintained. The demand for horseshoes is not as brisk as it was a week ago. The demand for sporting goods is fair. Trade is good in tools and fall specialties. Payments are moderate.

ORDINARY FENCE WIRE—The slight improvement noted last week seems to have been short lived. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

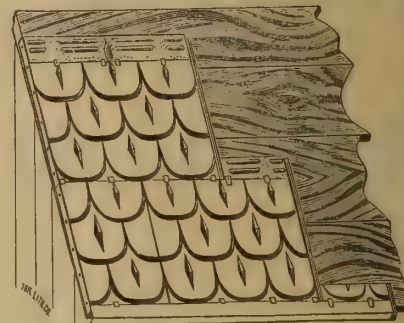
PLAIN WIRE, ETC.—The trade conditions are much about the same as a week ago. We quote: Tinnings', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—Dull and unchanged. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—There is still a fairly good demand. Discounts are 70 and 12½ Ontario,

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.

OSHAWA, ONT.

with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 70, 10 and 5 per cent.; Maritime Provinces, 70 and 12½ per cent.; British Columbia, 70, 10 and 5½ per cent.; Manitoba and the Territories, 67½ and 5 per cent.

CUT NAILS—The improvement noted last week continues. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Orders are coming in daily, but quantities wanted are not large. Discount, 50 per cent.

HORSESHOES—Orders are not coming in as freely as they were a week ago, but there are still a good many shoes going out. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Trade is fair. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is moderate. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is still quiet. Discount, 60 per cent.

RIVETS AND BURRS—Business is being well maintained, and stove bolts are going out freely. We quote: Stove bolts, 60 and 10; black and tinned tinner's rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Trade is much as before. Discount, 17½ per cent.

ROPE—Business is only fair in this line. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—Trade is on the whole fairly good, a general assortment, including butchers' knives, going out.

SPORTING GOODS—While there is still a quantity of shells and cartridges being called for, in guns and rifles trade continues to fall off. Game traps are still in fair demand.

CHURNS—Trade continues to show slight improvement. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—The slight increase in the demand noted last week has been maintained. We quote \$26.50 for small quantities.

TOOLS—The demand is good for spades,

THE "Empire" Patent Shingles

Made of Tinned Steel, formed into shape **first** and galvanized **afterwards**, are **warranted rust-proof** and do not require painting. Once used, always used. The neatest, cheapest and most durable roofing in the market.

YOU should handle them.

Made only by . . .

Metallic Roofing Co.

LIMITED.

Cor. King and Dufferin sts.

TORONTO



shovels and scoops. Quite a few orders for draining spades have been received during the past week, and snow shovels are being called for in nearly every order at \$2.60 to \$2.75.

AXES—Not any large quantities are moving, but orders are numerous. Prices range from \$5.25 to \$9.

BUILDING PAPER—Is moving freely, among the orders received being some car-load lots. We quote: Plain building, 30c. per roll; tarred lining, 40c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—The sale of cow ties this fall exceeds those of last year considerably. Rope halters and sleigh bells are still being regularly called for.

SKATES—These are going out freely. Stocks are in good shape, and in most instances orders can be completed promptly.

CEMENT—Business is quiet at \$2.75 for Portland.

GRANITE AND TINWARE—Trade is about the same as a week ago, and while barely satisfactory is fair.

LEATHER BELTING—Quiet. We quote: Standard, 45 and 10 per cent; extra, 40 per cent.; agricultural, 55 per cent.

METALS.

No striking features have developed during the week. Business in heavy metals is of a moderate character with prices firm. Canada plates are quoted higher in some lines.

PIG IRON—There is nothing doing locally, but the market is steady. Domestic is nominally worth \$15.50 for No. 2 and \$15 for No. 3, in 100-ton lots Toronto.

BAR IRON—Orders have been a little more numerous the past week, but quanti-

ties wanted are only small. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Some good orders have been received during the past week. We quote \$2.25.

SHEET STEEL—Trade has been considerably better during the past week. Stocks are in better shape, with the exception of the very light gauges, shipments of which are expected daily. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—Some good orders have been received, and trade in general is satisfactory. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—Stocks are exceptionally low in the lighter gauges, and prices are decidedly firm. Gordon Crown, 28 gauge, is quoted at 4¾c., and Queen's Head at 4¾c. Case lots are ¼c. less than the above figures.

TINNED IRON—There is not much doing. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE AND TRAPS—Business is merely moderate. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Still quiet. Discount, 60 and 5 per cent.

PIG LEAD—Prices are firm. In New York prices are about 15 per cent. higher than just prior to the presidential election. We quote $3\frac{1}{4}$ c. for ton lots and $3\frac{1}{2}$ c. for small lots.

INGOT TIN—The market is steady with local quotations at 15 to 16c. according to quantity.

INGOT COPPER—Exports to Europe from the United States continue large. Locally prices are unchanged at 12 to $12\frac{1}{4}$ c.

SHEATHING COPPER—A number of orders have been received for case lots of the ordinary sheathing, and business in braziers' and roofing copper remains much about the same as a week ago. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade has been good during the past week. Jobbers' discounts are still as follows: $\frac{1}{4}$ -inch, 65 per cent.; $\frac{3}{8}$ to $\frac{1}{2}$ -inch, 67 $\frac{1}{2}$ per cent.; $\frac{3}{4}$ to 1-inch, 70 and 5 per cent.; $1\frac{1}{4}$ to $1\frac{1}{2}$ -inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, $\frac{1}{2}$ inch, 47 $\frac{1}{2}$ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: $1\frac{1}{2}$ inch, 6 $\frac{1}{2}$ c.; 2-inch, 7 $\frac{3}{4}$ c.; $2\frac{1}{2}$ inch, 9 $\frac{1}{4}$ c.; 3 inch, 11c.

RANGE BOILERS—Business continues fair. We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—A further advance has been made in half-and-half, it now being held at \$2.50 per box. There is no all-bright in the market. Orders for Canada plates are good. We quote: \$2.50 for half-polished and \$2.50 to \$3.25 for all-bright, according to quality.

TIN PLATES—Trade this week is a little better than it was, both in charcoal and coke. Prices are firm, with an upward tendency. We quote: Charcoal, M. L. S., J. R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50; cokes, 14x20, \$3; squares, \$3.15 basis; 20x28, \$6 to \$6.25.

COIL CHAIN—Both English and American quotations are about 25c. per 100 lbs. higher. We quote: $\frac{1}{4}$ in., 4 $\frac{3}{4}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Quite a little improvement has developed during the week. Prices are as before. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Trade remains fair and prices are still being held at figures named. Cask lots, $5\frac{1}{4}$ c.; small lots, $5\frac{1}{2}$ c.

ZINC SPELTER—There is not much doing, but prices are steady. We quote: Imported, $4\frac{3}{4}$ c. in ton lots, and 5c. in smaller lots.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9 $\frac{1}{2}$ c.; other makes, 8 to 8 $\frac{1}{2}$ c.

OLD MATERIAL

Scrap iron is getting a little scarce and scrap rubber has advanced $\frac{1}{4}$ c. per lb. We quote: Agricultural scrap, 45 to 47 $\frac{1}{2}$ c. per cwt.; machinery cast, 47 $\frac{1}{2}$ to 50c. per cwt.; stove cast scrap, 27 $\frac{1}{2}$ to 32 $\frac{1}{2}$ c.; No. 1 wrought scrap, 40 to 45c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, to 7

UNIFORMITY

Our reputation for 30 years
ANY MAKER can produce
good files
OCCASIONALLY

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.
NICHOLSON FILE CO.
PROVIDENCE, R. I., U. S. A.

NICHOLSON
files are NOT
OCCASIONALLY good;
they are ALWAYS good.

*** They are UNIFORM. ***

$7\frac{1}{4}$ c. per lb (bottoms), heavy scrap copper, $7\frac{1}{2}$ to 8c.; new light, 7 to $7\frac{1}{2}$ c.; light scrap brass, 4 to $4\frac{1}{2}$ c.; heavy yellow scrap brass, $5\frac{1}{2}$ c.; heavy red scrap brass, 6 to $6\frac{1}{2}$ c. scrap lead, 2c.; zinc, $1\frac{1}{2}$ to $1\frac{3}{4}$ c.; scrap rubber, $3\frac{1}{2}$ to $3\frac{3}{4}$ c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

Prices are being cut a great deal in sheet glass, and although a great deal of glass is going out it is not the cause of much satisfaction to the jobbing trade. A good many enquiries are heard for plate glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

A fair trade is being done for this time of the year. A good many orders are going out for white lead, but the quantities wanted are small. In turpentine business has improved during the past week, but prices are again easier in the south on account of heavy receipts and large stocks. There is a little more stir in linseed oil, but is mostly for large quantities. Liquid paints are dull. In putty the movement is fair. There has been a little castor oil selling, but the price is so high that those who do not need the oil are holding off for lower figures, which jobbers do not think will materialize.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gal. lon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 49c.; 5 to 9 barrels, 48c.; boiled, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32 $\frac{1}{2}$ c.

CASTOR OIL—In cases, $8\frac{1}{4}$ to $8\frac{1}{2}$ c. per lb. and $8\frac{3}{4}$ to 9c. single tins.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at $2\frac{1}{2}$ to 3c. in barrels and $4\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 $\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

COAL

Business has been a little slow owing to the wild weather. We quote best grades at the International Bridge as follows: Anthracite (egg, stove or chestnut), \$4.46 per net ton; steam coal (exclusive of duty), selected lump, \$1.85; steam lump, \$1.75.

PETROLEUM

The demand is active; prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15 $\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 $\frac{1}{2}$ c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Gunpowder cannot be shipped by express.

H. S. Howland, Sons & Co. report the demand for butchers' knives good.

A further advance has taken place in half-and-half Canada plates.

G. H. Pedlar, jr., of the Pedlar Metal Roofing Co., Oshawa, Ont., was in Toronto this week.

H. S. Howland, Sons & Co. announce that they are offering skate parts at interesting figures.

J. W. Fear, hardware merchant, Waterloo, has sold out to M. Weichel & Son, of the same place.

Chest, till and cupboard locks are now quoted at 25 to 27 $\frac{1}{2}$ per cent. instead of 50 to 52 $\frac{1}{2}$ per cent. as formerly.

John Frost, hardware merchant, has removed from Manning Ave. and Queen St., Toronto, to the store at Queen St. and Palmerston Ave., recently vacated by W. Pike.

Smokeless powder is quoted and sold only by the bulk pound, that is, for example, a 10-lb. drum, although equal in bulk to 10 lbs. black powder, is only 5 lbs actual weight. "It would be well for the retail trade to note this," remarks a hardwareman.

A. B. Dowsell, College and Markham streets, Toronto, has accepted the management of the branch business which Moffat & Co., stove manufacturers, Weston, have opened in Toronto. His business he has sold to Mr. Mott, who, in partnership with



Perforated Metals

In Steel, Iron, Brass, Copper, Zinc, Tin.

We issue special Catalogues for this line, with full size cuts of perforations.

Manufactured by

The B. Greening Wire Co. Ltd., HAMILTON, ONT.

Mr. Batty, now representing Copp Bros., of Hamilton, previously owned the same business.

A consignment of both single and double thick window glass has just arrived, via steamship Frey, for Bowman, Kennedy & Co., London, Ont. The consignment includes all stock sizes of single and double thick. Bowman, Kennedy & Co. can fill all orders without delay.

The Metallic Roofing Co. have just secured an order for over eight hundred squares, or eighty thousand square feet, of the "Owl" brand of corrugated galvanized roofing for shipment to British Columbia. This, it is believed, is the largest single order ever placed in Canada for this kind of material.

UNITED STATES MARKETS.

NEW YORK, Nov. 20, 1896.

FIG TIN—A very fair amount of business is being effected quietly and nearly all tin that arrives is absorbed. In any event, comparatively small lots only are being placed in warehouse and the offerings of stock to local jobbers are remarkably light, while importers generally report a steady distribution. To-day arrivals were reported of 275 tons, making a total of 1,155 tons thus far this month, but 13c. was paid to

cover a Change January contract, and good-sized lots for prompt delivery realized 13.15 to 13.20c. f.o.b. Those figures, in fact, seemed to have been the lowest at which business could have been effected except perhaps on other than ordinary terms. London advices by cable quoted about 2s. 6d. advance in prices, but noted small dealings only.

COPPER—London cables on Tuesday came a fraction lower on merchant bars, but the growing strength of the New York market was not disturbed. To the contrary, it was impossible to purchase any variety of the metal at prices in line with those that have been commonly quoted the past few days. Bids of 11¼c. for Lake Superior ingot were refused in more instances than one, where comparatively nearby deliveries were involved, and negotiation indicated that no considerable quantity of the metal could have been purchased at less than 11½c. for early 1897 delivery. Outside holdings here have been reduced to the extent of 2,000,000 lbs. or more since the time that the market settled at about 11c., and it is no secret that most of the mining companies are more cautious than some were a short time ago, when orders were booked at 10½c. This change may be attributed in a measure to speculative operations, but the fact is clear

that other than Lake Superior copper is difficult to secure except at advanced prices, and there is at least a suggestion in the semi-monthly European statistics, showing as they do deliveries of near 11,000 tons during the first half of November, against an average of less than 17,000 tons monthly previously this year. In other words, a phenomenal new supply for Europe has been so closely taken up there that less than 200 tons accumulated in a fortnight. The European visible supply on the 16th inst. was recorded as having been 35,580 tons, against 35,440 tons on the 1st inst., and 36,220 tons on September 1st.

FIG LEAD—Operations in this metal are momentarily on a moderate scale and the market has hardly the strong undertone at present that prevailed a short time ago. However, 2.92½c. stands as the inside price for common domestic, and offerings at less than 2.95c. are the exception. London advices were very firm, quoting £11 12s. 6d. for soft Spanish.

SPELTER—Holders keep prices very firm on the basis of 4¼c. for standard Western brands delivered here or at common point, and in some instances secured 4.35c. for particular brands. London cables quoted an advance to £18 2s. 6d. for good merchant brand.

A GRIFFITHS SPECIAL

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

THE TARIFF ENQUIRY.

HON. MR. FIELDING, Finance Minister; Sir Richard Cartwright, Minister of Trade and Commerce, and Hon. W. Paterson, Controller of Customs, on Tuesday last, began their enquiry into the tariff at the Board of Trade Building, Toronto. The enquiry was continued on Wednesday, Thursday and Friday.

The evidence of a number of gentlemen representing different industries was taken. Reference below is only made to such testimony as relates to the hardware and allied trades.

ENAMELLED WARE.

Mr. A. E. Kemp, of the Kemp Manufacturing Co., stated he manufactured enamelled ware, stamped tin ware, copper ware, nickel-plate ware, and other household utensils. The business to which he had succeeded was established about 1876, but the enamelled ware department had only been in operation for three or four years. The competition in the enamelled ware came chiefly from the Germans. For a great many years the Americans had the market to themselves. The Germans were large producers of the same articles, but their shapes and designs were not what the American trade required. Accordingly, about seven years ago, they sent over agents and copied the designs, after which they came in and captured the American market. The Americans sought to drive out the Germans, and in the struggle for supremacy a lively fight had been going on, and prices had become reduced. In the midst of the war Mr. Kemp commenced to develop the manufacture of the new ware, as tinware was being driven out of the market, and was able to sell goods at a cheaper rate than they were sold for in England or the United States. The trouble, however, was that the Germans had established agents in Montreal, to whom large consignments of "culls" had been sent at a very low valuation, and auctioned off. This had had the effect of badly demoralizing trade.

The duties on the articles he manufactured varied from 25 to 35 per cent. In the case of raw material some articles were free, while the duties on others ranged from 5 to 40 per cent. Enamelled ware had largely taken the place of tinware, and articles which according to invoices sold for \$1 eight years ago, now sold from 30 to 33c. His firm employed 200 hands.

In reply to a question, Mr. Kemp said the three manufacturers of enamelled ware in Canada were quite competent to supply the demands of the country. He also explained that a copper tea kettle which four

or five years ago cost \$1.60 was now being sold at 75c.

THE BICYCLE INDUSTRY.

The bicycle manufacturing industry was presented by Mr. E. R. Thomas, of H. A. Lozier & Co., Toronto Junction, and Mr. S. F. Evans, of Evans & Dodge, Windsor. Mr. Thomas, in his statement to the Ministers, said that for some years England had a monopoly in the manufacture of wheels. In 1884 there were only six bicycle factories in the United States, and their output was about 11,000 completed wheels. In 1895 there were over 500 bicycle manufacturers in the United States, each one on an average making not less than a thousand bicycles. In the United States altogether there were supposed to be 900 bicycle manufacturers with an invested capital of \$90,000,000.

In addition to this \$35,000,000 were employed in manufacturing cyclometers, lamps and other accessories. Up to 1895 the supply had not equalled the demand in the United States nor in England. The cost of the bicycle in the United States had been greatly reduced within the last few years. The reason was that the manufacturers had the advantage of cheap fuel, steel and oil. The decreased cost of production and the increased output gave to the manufacturer a greater margin of profit than he had heretofore, consequently they were seeking a market for their surplus, and naturally they would seek the market nearest their doors, which was Canada. Mr. Thomas said that a few dollars difference in the tariff on bicycles would neither increase nor decrease the shipment from the United States if their supply in the United States did not equal their demand. They would certainly supply the home demand first. Consequently he believed that the revenue derived from bicycles would not be increased should the tariff be decreased. The export of American bicycles to Canada would not be affected by the tariff one way or the other. The consumption at home would regulate the disposition of the output. Mr. Thomas said that H. A. Lozier & Co. made everything, except the rims, which were purchased in Canada; the tires, which were brought from the United States in the face of a duty of 30 per cent., and the steel tubing, on which a duty of 15 per cent. was paid. The duty on the steel balls and other accessories was 30 per cent.

Mr. Evans estimated the number of bicycles in use in Toronto at 30,000, but Mr. Thomas' estimate was 50 per cent. lower.

In reply to a question put by Sir Richard Cartwright, Mr. Thomas stated that there were only five or six factories in Canada who really completed bicycles, the remainder being assembling factories.

TWINES, LINES, COTTON ROPE, ETC.

Mr. John Dick, of Dick, Ridout & Co.,

jute manufacturers, had no change to recommend, but asked that he might be advised if other persons interested in jute desired a change in any of the duties. Jute is very cheap, indeed. His firm makes coarse bags, binder twine and shop twine. There is no complete industry in Canada where jute goes through all the processes of spinning, weaving, finishing, cutting up and sewing. The rough jute to make bags is imported free. There are four manufacturers in Canada, no foreign competitors because of difficulties of storage and quick supply, no local combine, and there is 20 per cent. protection against foreign competition.

The twine and netted goods industry centred at Toronto was represented by Mr. W. B. Stewart, of the Dovercourt Twine Works, and Mr. John Leckie. They asked that the present duties on fish lines, chalk lines, seine lines, cotton rope and netted goods be maintained. Mr. Leckie stated that gilling twine, to be used for making and repairing seines and nets, was admitted free in some of the outlying ports, but that in Toronto and Montreal 20 per cent. duty was collected. Twine used for fishery purposes is admitted free. The complaint was made that in Montreal and some other places it was brought in for other purposes without paying any duty. Mr. Leckie, who is the only maker of flags in Toronto, stated that the duty on bunting used to be 32½ per cent., and on flags 30 per cent. Now it is 30 per cent. all round. He asked that there might be a margin in favor of the finished article.

ROLLING MILLS.

Mr. R. McDonell, of the rolling mills, Sunnyside, asked for a reduction from \$4 to \$2 in the duty on scrap iron, and the retention of the duty of \$10 per ton on bar iron. Scrap iron formed raw material for the manufacture of bar iron, and a sufficient supply could not be obtained in the country. In the States bar iron sold at about \$21 a ton, while he was selling that product at \$26 a ton, a lower rate than had ever been known in Canada before.

MALLEABLE IRON.

Messrs. C. C. Goings, president; G. W.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Marsh, a director, and Samuel D. Mills, general manager, of the Toronto Junction Foundry Co., formed a deputation that asked for free coal and free pig iron. Mr. Marsh explained the wishes of the deputation. It was stated that, in addition to not being able to obtain free raw material in this country, the manufacturers of malleable iron in Canada had to pay high freight rates and were exposed to the keenest competition from the United States manufacturers, who were able to come in and undersell their competitors here in spite of the average protection of 30 per cent. Besides this, labor is cheaper on the other side than it is here, although the men there turn out as much work as Canadians. It was impossible under the present state of things to compete with the Americans.

A CARRIAGE MAKER.

Mr. R. McLaughlin, carriage maker, Oshawa, had no suggestion to make for changing the duty, at present 35 per cent., unless the duty on raw materials is altered. Owing to development of manufacturing processes carriages which in 1880 sold for \$155 are now sold for \$75.

WINDOW SHADES.

George H. Hees, representing the firm of G. H. Hees, Son & Co., manufacturers of window shades, asked that the present duties of 5c. per square yard and 35 per

cent. ad valorem be maintained. In 1886 he was manufacturing the goods in the States and selling them in this country, the duty being 30 per cent. When the present duties were imposed he had either to abandon his Canadian trade or manufacture the goods here, and he chose the latter alternative. His factory was removed to Canada, together with a number of skilled workmen, who had educated a good many young Canadians. He employed about eighty people. As one instance of the advantage of protection, Mr. Hees stated that he was now selling for 35 cents goods formerly sold at 60 cents, so that he had been enabled to save the consumer about one-half. The goods he sold in Canada for 35c. were sold in the States at from 27 to 30c., but he sold a better class of goods and was assisted by the smallness of competition in Canada, as compared with the States. The cottons used cost about 25 per cent. more in this country than in the States.

SEEDS.

The seedsmen, represented by Messrs. George Keith, S. E. Briggs, J. A. Simmers, James Goodall and Robert Rennie, asked that the duty on clover and grass seeds for agricultural purposes, which is 10 per cent., be removed. The production of these seeds in Canada compared with the consumption is not great. It was pointed out that while

the duty on seeds going to the United States was 15 per cent. the seedsmen were hampered by postoffice restrictions. Another serious disadvantage mentioned is that while the rate of postage on seeds from Canada to the United States is 16 cents a pound, the rate from the United States to Canada is only 8 cents a pound, and this is discrimination in favor of the United States.

FURNITURE.

Representatives of the Dominion Manufacturers' Association, on whose finished product there is a duty of 30 per cent., urged reasons why the present protection should be maintained. The deputation was composed of Messrs. J. S. Anthes, president, Berlin; S. Snyder, Waterloo; J. C. Siemon, Wiarton; D. Knechtel, Hanover; W. B. Rogers, Chas. G. Pease, Toronto; T. Gibbard, Napanee; Geo. McLagan, Stratford. The point was made that, notwithstanding the existing duty of 30 per cent., the Americans were enabled to sacrifice surplus stocks in this country. Though the American furniture duty is 5 per cent. less, the deputation stated that Canadian furniture could not be profitably sold in the United States.

The commissioners will hold another short session in Toronto on their return from the west.

THEY'RE A SUCCESS. These two stoves. Just what everyone wants.

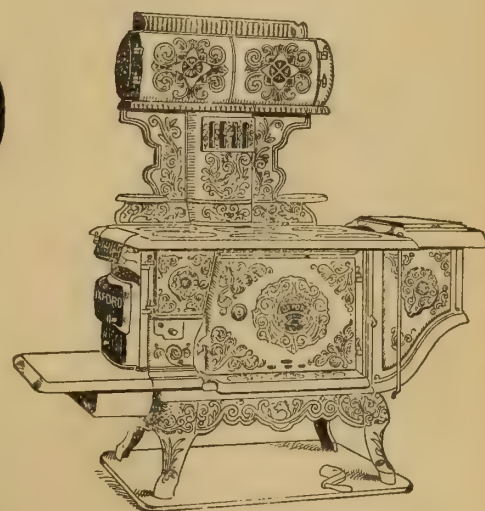
The DUCHESS OF OXFORD



Still holds its place as the most popular kitchen range, because of its strict mechanical excellence and perfection of detail. The name sells it; while the

COUNTESS OF OXFORD

Is a grand, reliable double-heater, made in different sizes, with or without the oven—appealing to everyone by its handsome external appearance and splendid interior mechanical perfection. Fitted with a Duplex Dumping Grate and Rotating Fire Pot, and all latest improvements.



Read full details in our catalogue.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

TENDER No. 5, the lowest tender for the steam-fitting, plumbing, etc., of the new civic buildings at Toronto, was sent in by the Bennett & Wright Co., Ltd., of Toronto, and at a meeting of the Board of Control held on Friday, the contract was awarded to that firm. The amount of the tender is \$187,985.59, and is the largest of the kind ever given out in Canada.

Work is very slack in the plumbing and steam-fitting trades of Toronto this week.

A meeting of the Master Plumbers' Association of Toronto will be held on Monday night, when matters appertaining to the National Association of the Dominion will be considered.

The Keith & Fitzsimons Co., Ltd., are supplying the electric light fixtures for the new Methodist church at Grand Valley, Ont., which is to be opened on Thursday next.

FOR ARCHITECTS, PLUMBERS, ETC.

A pretty little 12-page brochure has just been issued by the Booth Copper Co., Ltd., of Toronto. It is entitled "Information" and is addressed particularly to architects, contractors and plumbers. The introduction reads: "Our object in issuing this little book is to acquaint you with a few of the reasons why a Resisto copper range boiler has a claim on your patronage in preference to the old style galvanized iron boiler and other copper boilers on the market."

TAPPING INTO PIPES.

It is often found necessary, writes Otto Luhr in Master Steam Fitter, to tap holes in pipes already in place for making some desirable connection, this plan being found easier, more convenient and less expensive than going to the trouble of taking down the pipe, cutting it and making new threads to put in a tee.

The greatest trouble in tapping into a pipe is to get full threads in the pipe so they will properly cover the threads of the nipple and prevent leaks. Owing to the curvature of the pipe it is considered impossible to tap threads for a hole of more than certain size and make a good joint in that way; but if the large pipe is flattened a little where the connection is to be made before it is drilled and tapped, very good results can be obtained and a joint made that will last as long and be as tight as though a cast fitting was used.

This method of making a new connection is so much easier and more quickly done

that it often pays to do it, for it can generally be done in a few minutes and the desired connection made or provided for, but if a tee is to be put in so as to make a connection for a small pipe it is a costly job and requires that the pipe should be taken down and lots of extra work done.

To flatten the pipe in just the place required, and at no other point, I take a pig of lead and hammer one side of it so that it is curved to fit a part of the circumference of the pipe and for six inches or more in length, I thus get a large surface to take the force of the blow, so that the pipe is not dinged or flattened except where the hammer strikes it. A few blows with a hand hammer or a small sledge will flatten a 4-in. pipe so that it can be drilled and tapped for a 2-in. pipe and a tight joint made, a joint that will give as many full threads as the thickness of the pipe will permit.

In the same way a 2-inch pipe can be tapped for a 1-inch or any size smaller. This little trick has served a good purpose many times in my engine-room experience. It may not be new to many, so I give it for what it is worth, especially as I recently saw some connections made in pipes where the holes had been drilled and tapped without flattening the pipe and every one of the connections was leaking, while some had been wrapped with cords which gave them a very bad appearance and did not wholly prevent leakage.

HE GOT MANY PLUMBING ORDERS.

Mr. P. McMichael, of the James Robertson Co., Ltd., has just returned from a trip through cities and towns in Western Ontario, during which he succeeded in capturing several large orders for plumbing supplies. Mr. McMichael is at the head of this department, and is entirely conversant with all its details. He is constantly on the alert for anything new in sanitary appliances and immediately any improvement comes under his notice it finds a place in the well-appointed, extensive sample room of the firm.

FILTRATION.

Professor Tyndall's idea, expressed many years ago, says an exchange, that filtration through a plug of cotton wool was a most effective method of freeing air from microbic germs, led to attempts being made to sterilize water in the same way. Little success has hitherto been attained, but quite recently H. Henri Potevin claims that he has evolved a method of so constructing such filters that he can completely sterilize water in large quantities. The fibres of the

cotton are finely powdered and sifted and then suspended in water and allowed to settle. This they do in a compact mass, forming a paste, which, allowed to dry slowly, gives filter plates quite impervious to germs, etc. The best results are gained by placing the plates between two plates of sandstone or perforated metal, and if they are arranged in a battery, like the filter presses so commonly used in Europe for sewage sludge, etc., very large quantities of water can be rapidly sterilized. Periodical cleanings are necessary, as no matter what care is taken, the rule which holds good in all other filters serving the same end, that the microbes are able to get through the filtering material eventually by a process of growth, obtains. There is, however, no great difficulty in this, as the cells of the material are easily purified by a fresh pulp in boiling water.

PROGRESS IN PLUMBING.

It is through the agency of the plumber and sanitary engineer, says Jordan L. Mott in The N.Y. World, that life in cities, under the healthful conditions which govern it at the present time, is made possible. Though to the ordinary layman the work of the plumber may be less obtrusive, he really deserves a much more prominent position as a benefactor of communities than his fellow-craftsmen of the building trades are disposed to accord to him. The architect may prepare plans of edifices, the symmetry and beauty of which excite the pleasure of the eye, and his more mechanical co-laborers, the mason, the bricklayer and the carpenter, may follow his tracings with the finished skill in the acquirement of which their lives have been spent—these create a habitation.

But to the man who interweaves, as it were, his efforts with theirs, who provides sanitary appliances after a fashion compatible with the sternest laws laid down by the dictators of public health—to this man, the aim of whose life is to provide safeguards insuring his fellows against all danger of infection from that most insidious enemy of human life, the microbe bred by careless or imperfect domestic surroundings, is due a meed of gratitude but seldom forthcoming because the reasons for it are so slightly understood.

When the improvement in plumbing fix-

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

tures is compared with that of other materials used in mechanical pursuits a curious disproportion in the relative time that has been required for this development is revealed. Almost the entire history of progression in this department is covered by the past fifty years. Hardly a half a dozen plumbers were known in New York a half a century ago, and all these were men who fashioned in their individual workshops the somewhat crude fittings they supplied. After the completion of the Croton Aqueduct in 1842, however, the necessity for durable pipes and fittings began to be felt, and this led to the establishment of manufacturing of plumbers' supplies.

At first these concerns were engaged almost exclusively in the manufacture of lead pipe, sheet lead or iron pipe. In the earlier part of the century wooden pipes, or logs bored out, were used for conveying water through the streets. This was under the old Manhattan system. There was at that time, and is there yet, a tank in Reade street for maintaining which the Manhattan Bank received its charter.

A modern chef would regard with curious contempt the kitchens of that day, though their occupants doubtless thought them adequate for all purposes of the culinary art. In contrast to the elaborate arrangements now in vogue for producing every degree of temperature desired, there was then the ordinary kitchen range with its water-back contrivance for heating water, which, however viewed by modern eyes, was then regarded as being almost the veritable culmination of that half-century's development in domestic apparatus. The same principle applies in ranges to-day, and is in general use in private houses, although for hotels and other large buildings special appliances for heating water, independent range connections, have accompanied the increased magnitude of such structures.

The first kitchen appliance independent of the range, with its water-back and boiler connections, was a sink used in the kitchen, with the usual hot and cold water faucets over it. This for many years comprised the entire plumbing of an ordinary dwelling. The next feature was a bath—a wooden box lined with lead, a primitive and unsightly fixture. Following that came cast-iron bathtubs, painted inside and out, and next a box lined with copper, which was the favorite bath for many years.

A quarter of a century ago was commenced here the manufacture of porcelain-lined bathtubs, which for a long time were brought out exclusively by the company of which I am the head. To-day similar goods are made in various parts of the country by

Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).

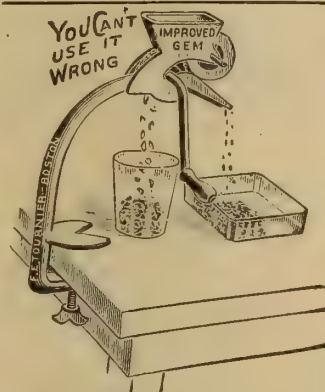
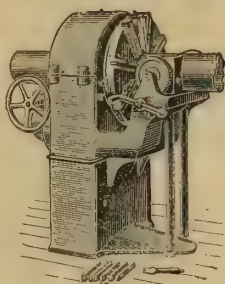
Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St.

Bridgeport, Conn.



Gem Raisin Seeder

A simple and cheap machine that never fails to give satisfaction. It can be clamped on the table when in use, and stones raisins perfectly without chopping or tearing them in pieces. Can easily be taken apart for cleaning. Don't miss this seasonable article. It sells on sight.

LAMPLOUGH & McNAUGHTON, MONTREAL

other concerns. The most popular and elegant tub—the very acme of perfection in bathing apparatus in fact—is one of solid porcelain, which has become almost indispensable in the finest plumbing. These goods were, until a year ago, always imported from Europe, but since that time one of the most enterprising potters in the United States has so perfected this variety of ware that the American article to-day stands on an equal footing with the world's production.

There is practically no expense to which one may not go in this direction, should he feel so disposed, and some of the private bathrooms in the homes of modern millionaires could compete in point of beauty with the famous public baths of ancient Greece and Rome.

In the possession of our house is a Dresden china bathtub, the only duplicate of which is owned by the Emperor of Germany. It is comparatively simple in design, and betrays but few evidences of the value put upon it—\$3,000. It is seldom, however, that extravagance extends thus far with this particular article.

NOTES.

A new Roman Catholic church is to be erected at Gretna.

The plans for the proposed general hospital were received by Mr. J. T. Kirkpatrick yesterday, and will be forwarded at once to Toronto for the approval of the inspector of public charities. As soon as they are returned tenders will be invited for the erection of the building. The plans are evidently

SITUATION WANTED.

AS HARDWARE TRAVELLER OR SALESMAN by a thoroughly competent man. Address JAS. GOWER, Newmarket, Ont. (48)

AGENCIES WANTED.

A traveller calling on hardware trade, etc., in Manitoba and Northwest Territories is open for one or two other good agencies.

Apply Box 8

HARDWARE AND METAL

Toronto.



PEOPLE who
Are using
And handling

"SCIENTIFIC"

STOVE PASTE

McClary Mfg. Co., London.
Wm. Buck, Brantford
Gurney Foundry Co., Toronto.

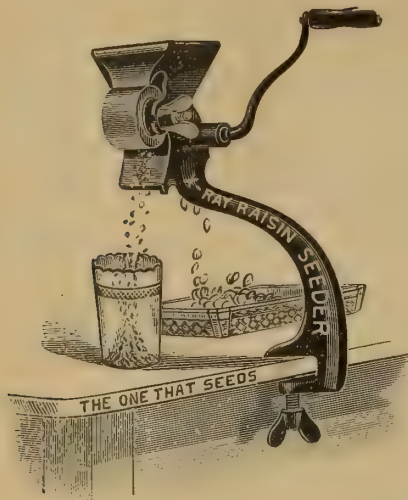
And the list is not yet full.

Try a sample lot and see for yourselves.

SCIENTIFIC VARNISH MFG. CO. - TORONTO.

perfect in every detail, and the building when completed will be a handsome and substantial structure.—Cornwall correspondent of Montreal Gazette.

Dymont & Sons, of Barrie, have secured the premises formerly occupied by the London Planing Mill Co., Hamilton, and will go into the manufacture of builders' supplies.



Established 1860.

Incorporated 1895.

X RAY

RAISIN SEEDERS

THE BEST AND CHEAPEST RAISIN SEEDER MADE

Stove Boards, Coal Hods, Fire Shovels, Stove Pipes, Elbows,
Etc.

THE THOS. DAVIDSON MFG. CO., Ltd.,

Montreal

THE COPPER SITUATION.

James Lewis & Son, Liverpool, report as follows in circular of Nov. 2nd: "The demand for English refined copper shows a marked improvement. The stocks in the railway warehouses at Birmingham, which a few months ago amounted to nearly 3,000 tons, are now almost entirely cleared off, and but little American copper is now offered for sale. As a consequence, the margin between G. M. copper and best selected has widened from £2 15s. to £4 5s. per ton, the effect of which will appear in increased deliveries of Chili and American bars from public stocks. The official quotation of the London Metal Exchange for best selected is £50 15s. to £51 15s. per ton, which represents the value free on rails at smelters' works and without commission. Sales have been made, delivered Birmingham on the usual terms at £52 5s. per ton for ordinary qual-

ity. On the 23rd ult. the sale of 1,500 tons tough cake at £50 at the works by the Rio Tinto Co. was reported. Orders for 450 tons telephone wire have been placed the last few days. Exceptional activity has characterized the iron and steel trade during the past month, resulting in a material advance in values. On the Clyde the orders given for ships to be built are unprecedented (freights having improved about 50 per cent. in consequence of the sharp rise in the value of wheat), and are estimated to amount to from 180,000 to 200,000 tons, the total tonnage launched for the past ten months being 309,091, against 291,364 in the same period of last year and 278,223 of 1894. On the East Coast it is believed that equally large orders have been placed; while it is stated that the principal shipbuilding firms at Belfast have enough contracts on hand to last them for the next two years.

Marine and locomotive engineers in Scotland are likewise busy and have secured important orders."

A PROPOSED CAST IRON PIPE POOL.

For a long time efforts have been made to get the manufacturers of cast iron pipe together into a pool. Some years since a proposal of this character fell through, largely because the condition of the financial markets made it impossible. Now the attempt is to be renewed, under the management of Nelson J. Waterbury, of New York, who will be remembered as the one who engineered the consolidation of a number of steel casting plants. It is reported that a considerable number of manufacturers have given the scheme their encouragement. It is stated that English money is back of the venture. It seems doubtful, however, whether all of the large works can be induced or forced into the pool.—Iron Age, Nov. 12.

We solicit a trial order for

THE GRANITE

New Steel Oven Range

Every one sent out has resulted in many repeat orders. Sure to be sold as soon as set up. Guaranteed to work perfectly in every respect. Did you receive price list and full information?

Clare Bros. & Co., Preston, Ont.

BRANCHES: MONTREAL AND WINNIPEG.

Makers of Fine Stoves, Ranges, Furnaces, etc.



PIG IRON PRODUCTION INCREASING.

THE Iron Age, in its monthly review of the pig iron production, says: "October has witnessed the first sign of recovery from the long period of depression in the pig iron industry, there having been a gain in the production. Of course, during the current month this recovery will be accentuated by the blowing in of quite a number of plants."

"The weekly capacity of all the furnaces on October 1, compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
November 1, 1896	133	124,977
October 1	130	112,782
September 1	145	129,500
August 1	173	157,078
July 1	191	180,532
June 1	194	182,220
May 1	196	189,398
April 1	200	187,451
March 1	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	204,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	150,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1, 1896	133	110,166

"As comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w.k.	Number in blast.	Capacity per w.k.
November 1, 1896	112	119,094	21	5,083
October 1	105	105,520	24	6,502
September 1	124	123,271	21	6,229
August 1	153	150,814	23	6,264
July 1	168	174,041	23	6,491
June 1	175	176,749	19	5,471
May 1	180	184,634	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,171
February 1	194	192,375	21	5,085
January 1	218	202,257	23	5,224
December 1, 1895	210	211,505	23	5,232
November 1	215	212,127	24	5,179
October 1	209	196,816	23	4,598
September 1	194	180,653	21	4,376

Lampblack, when ground in either raw or kettle-boiled linseed oil, forms a most effective protective coating against corrosion of ferric surfaces, as well as decay in wooden or mineral bodies. The lettering of sign-boards is a familiar example of the merits of a simple thin coat of this paint to protect all that it covers more effectually than any other known pigment.

MARLIN REPEATERS



**SIMPLEST, STRONGEST
AND SAFEST**

Are the only
Repeating Rifles
With Solid Tops and
Side-Ejection.

Made in all lengths and styles,
Regular and "Take Down."

Use Rust-Repeller to preserve all Fine Tools, Guns, and Metal-Work.
15 cents per tube. Catalogues Free.

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

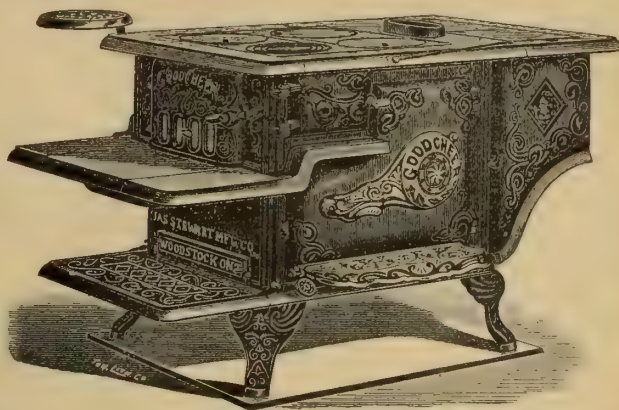
"GOOD CHEER"

With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes square, two sizes
Reservoir.



Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

Represented in Manitoba by J. H. ASHDOWN, Winnipeg.

POWDER



TRADE MARK.



Shooters who study their own interest use the powder which gives the best results for the least expenditure. **THE ENGLISH SS SMOKELESS POWDER** has no equal for good results. We are controllers of this celebrated powder for Western Canada, and are prepared to quote low prices to dealers and consumers.

Send for full report of trials.

The R. A. McCready Co., Ltd.

147 AND 149 YONGE STREET

Toronto, Ont.

LARGE VS. SMALL SPROCKET WHEELS.

BICYCLE manufacturers exhibit a disposition to adopt sprocket wheels of larger size than have been in common use heretofore, and many people are asking the question: what is gained by using larger wheels? and therefore a discussion of the subject of large sprocket wheels vs. small sprocket wheels would seem to be of interest at this time, writes R. A. Hewitt in Iron Age.

An erroneous impression is very prevalent that larger sprocket wheels mean increased power through greater leverage, whereas the fact is they mean a saving of power through decreased friction.

If both front and rear sprocket wheels are increased in size without altering the ratio between them, a given pressure applied to the pedal (disregarding friction) will exert upon the driving wheel of the machine the same force as before, but the loss by friction is not so great where large wheels are used, and there is thus a distinct gain of power saved.

The total friction in a chain is the product of the pressure of the links on the teeth of the wheels and upon the rivets of the chain by the coefficient of friction, without regard to the area of the rubbing surfaces or the speed.

It is a common mistake to suppose that the friction is reduced by reducing the area of the rubbing surfaces. The friction is not thus reduced, but on the other hand the wear is increased, owing to the reduced wearing surface.

A chain $\frac{1}{2}$ inch wide, for instance, will wear longer than a chain $\frac{1}{4}$ inch wide, while under equal strains the friction will be the same in each. The objection to such a wide chain is its weight and clumsy appearance.

It is plain that the pressure of the links on the teeth of the wheels and upon the rivets of the chain is equivalent to the strain on the chain or the force transmitted by the chain. Then the product of the force transmitted by the chain by the coefficient of friction is the total friction in the chain. The coefficient of friction of steel on steel with ordinary lubrication is 0.08; if dry it is 0.20.

The force transmitted by the chain is the product of the pressure applied to the pedal by the length of the crank, divided by the radius of the front wheel.

For the purpose of illustration, suppose in one case the front sprocket wheel has 22 teeth, in which case the radius is about $3\frac{1}{2}$ inches, and in another case the front wheel has 44 teeth and a radius of 7 inches. In

both cases the crank is 7 inches long and the pressure on the pedal is 100 pounds.

Then in the first case $\frac{100 \times 7}{3.5} = 200$ pounds strain on chain, and in the second case $\frac{100 \times 7}{7} = 100$ pounds strain on chain.

$200 \times 0.08 = 16$ pounds total friction—chain lubricated.

$200 \times 0.20 = 40$ pounds total friction—chain dry.

$100 \times 0.08 = 8$ pounds total friction—chain lubricated.

$100 \times 0.20 = 20$ pounds total friction—chain dry.

This illustration shows that by doubling the size of the sprocket wheel the strain on the chain, and, consequently, the friction, is reduced one-half.

The friction in the chain is thus found to vary inversely as the size of the sprocket wheel.

The illustration is also made to show the value of lubrication, for it will be observed that the friction is two and one-half times greater in the dry chain than in the lubricated chain.

Another point of advantage in the use of large sprocket wheels is that owing to the reduced strain on the chain, the chain may be made proportionately lighter, or if the same chain is used, the factor of safety in the strength of the chain is greater and the wear is less.

The 44-tooth wheel is not such an impossibility as might be supposed. There is a bicycle which has been equipped with a 16-tooth rear sprocket wheel and a 44-tooth front sprocket wheel, making a 77-inch gear, which gives infinite satisfaction to its owner.

OUTPUT OF THE ROSSLAND MINES.

The output of the Rossland mines for the month of October was the largest for any month to date. Provided the Red Mountain railroad gets into operation this month the total for November will be much higher. Following are the October shipments from the principal mines to the Trail smelter:

Le Roi.....	3,400
War Eagle.....	1,240
Evening Star.....	27
Poorman.....	120
Josie.....	225
Miscellaneous.....	25

Total

Shipments to the outside points, including Nelson, amounted to about 60 tons.

This ore was worth on the average \$35 per ton, so that the value of the output for October was over \$175,000.—Miner, Rossland.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc. MONTREAL



**A Touch
A Rub
A Shine**

That's the **QUICKSHINE
STOVE POLISH**

Manufactured by

Alpha Chemical Co.

BERLIN, ONT.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



BUSINESS SECRETS.

IN addition to the two or three instances recently reported when the courts have held that business secrets are property, another decision in this direction which goes much further has been handed down in England, according to an exchange. The case was one where two employees had left the service of Wake & Saunders, dealers in and preparers of mica, or mineral isinglass, and afterward disclosed the names and addresses of the firm's customers. The firm sued for possession of memoranda, lists of customers, etc., still in possession of defendants; for damages for breach of duty, and an injunction preventing further improper use of information gained while in the firm's employ. In the bill of complaint it was stated that the defendants had, while in plaintiffs' service, acquired a knowledge of the mica business, which was carried on by only six firms in London, and had disclosed to another firm the names and addresses of the plaintiffs' customers, and the prices at which the plaintiffs were accepting contracts. With this information the rival firm had, it was said, undercut the plaintiffs in their business. By consent of complainants, a judgment of £10 (\$50) was rendered against each of the defendants, and an injunction promptly granted. The plaintiffs estimated their loss over the matter at £250, but agreed to forego their costs, as the defendants were young men just starting in life. The judge said the plaintiffs had been generous, and the defendants might have found themselves in a much more serious position, as there was such a crime as conspiracy. This decision was manifestly correct in principle, and may have a wholesome effect on those who would trade on the business secrets of their employers. It would be well for employees to know of these decisions.

GLASS WEIGHTS.

The Swiss Government has sanctioned the manufacture and use of weights made of glass. The owner of this patent, who has also secured a German patent, is Chief Gauger Schmid, of Bulach. The weights are manufactured in the denominations of two and one kilogrammes, 500, 200, 100, 50, 20, 10 and 5 grammes. They are of slightly conical shape, with rounded bottom edge and provided on top with a knob to facilitate handling. The designation is molded into the knob. The glass used for these weights is of special composition, highly refined and carefully annealed, so as to reduce to a minimum the danger of breakage. The weights give excellent satisfaction, and it is believed that they will soon be generally adopted by the trade.



BOECKH'S STANDARD BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

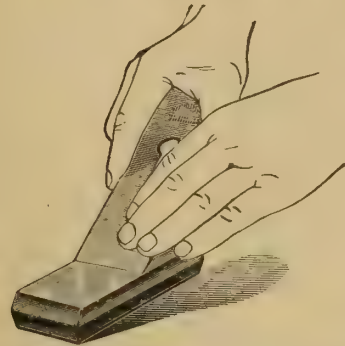
Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

Emery Specialties



SEND FOR CATALOGUE.

COOKE HARDWARE CO.
Hamilton.

IF IN THE TRADE, A COPY OF
OUR NEW ILLUSTRATED

Supplementary Catalogue

RETURNED

March 13/97.

Can be had for the asking.

THE . . .

TORONTO SILVER PLATE CO.

Factories and Salesrooms

No. 01—Pickle Bottle Top
and Fork Holder.

E. G. GOODERHAM
Man. and Sec.-Treas.


King Street
West . . . Toronto, Can.



Rhode Island Pattern Horseshoes.

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

"Correct" Shape. Quality Guaranteed.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.
ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Sporting Goods . .

Leading dealers in all kinds of

WINTER SPORTING GOODS

COMPRISING—

Snowshoes, Mocassins, Skates,
Hockey Sticks, Punching Bags, etc.

Our **Hockey Sticks** are the finest shapes on the market, and the prices right. We are the leading house on **SNOWSHOES** and our **MOCCASINS** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DESBIENS & BRASSARD, general merchants, Pointe a Pic, Que., are offering to compromise at 55c. on the dollar, cash.

F. Isaacs, harness, Walkerville, has compromised.

A. Mineau, lumber, etc., Louiseville, Que., has assigned.

P. Belanger, general merchant, St. Aime, Que., has assigned.

J. J. Wood, general merchant, Neepawa, Man., has assigned.

J. A. Theriault, general merchant, Fraser-ville, Que., has assigned.

J. J. McMillan, harness, Woodville, has assigned to C. E. Staback.

E. J. Batchelor & Co., general merchants, Leamington, have assigned.

A. A. Brohman, wagon maker, Elora, has assigned to Sheriff McKim.

J. W. Dickie, general merchant, Gagetown, N.B., is offering to compromise.

James Leeder, blacksmith, Dereham Township, has assigned to J. B. Jackson.

John Wade, general store, Grenville, Que., has compromised at 20c. on the dollar cash.

A demand of assignment has been made upon L. A. H. Hogle, general merchant, Pike River, Que.

The estate of Henry Porter, tanner and manufacturer of belting, Montreal, is offering to compromise.

A meeting of the creditors of A. Riendeau & Co., foundry, Montreal, has been called for the 24th inst.

A meeting of the creditors of R. N. Scott, general merchant, Cowansville, Que., has been called for the 23rd inst.

E. H. Armitage, implement agent, Richmond, Que., has assigned, and a meeting of creditors will be held Dec. 2.

PARTNERSHIPS FORMED AND DISSOLVED.

Wilson, Matthews & Morris, bicycles, etc., Montreal, have dissolved.

Latimer & Legare, agricultural implements, Quebec, have dissolved.

Nash & Jackman, carriage makers, St. John's, Newfoundland, have dissolved.

Herringer & Scheffer, general merchants, Mildway, have dissolved. G. Scheffer continues.

SALES MADE AND PENDING.

W. Williscraft, saw mill, Fort Simpson, B.C., is offering to sell out.

The general stock of the estate of A. E. Adams, Calton, has been sold.

The assets of the Walker Foundry Co., Belleville, are advertised for sale.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

Nova Scotia Steel Co. Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

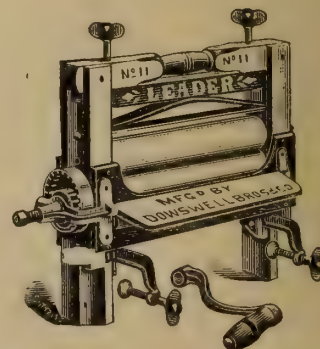
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

TRAVELLER WANTED.

HARDWARE TRAVELLER WANTED BY WIN-
nipeg wholesale hardware house to travel Manitoba,
and Northwest Territories. Applicant must be experienced
in travelling, and a thoroughly competent hardware man
in every respect. Address application with references,
stating experience, age, salary expected, to Drawer 1375
Winnipeg, Man. (tf)

BUSINESS CHANCE

HARDWARE BUSINESS FOR SALE—CHANCE
seldom offered to secure established business in live
town, about 9,000 population, Eastern Ontario. Address
Box 4, HARDWARE. (47)

CO-OPERATIVE FREIGHTS

For importers of small ship-
ments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue,
Bronzes, Alabastine.

327 St. James Street, **MONTREAL**

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.

Movements for Bicycle and Door Bells. Send for Dis-
criptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

PATENTS

Promptly secured. Trade-Marks, Copyrights
and Labels registered. We report whether patent
can be secured or not, free of charge. Our fee
not due until patent is allowed. Write for "In-
ventors Guide" and "What profitable to in-
vent," Free. **MARION & LABERGE**, En-
gineers & Experts, 185 St. James St. MONTREAL.

**THE BEST FARM AND
GARDEN WHEEL-BARROWS**

At Right
Price

J. H. Connor

Manufacturer **OTTAWA**

.. ISLAND CITY ..

**Paint and
Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.

188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

The general stock of the estate of A.
Leggatt, Rainham Centre, has been sold.

The stock of Amedee Guimont, St. Fran-
cis, Que., has been sold at 57c. on the dol-
lar.

The stock of the Canada Machinery Co.,
Montreal, has been sold at 65c. on the dol-
lar.

The stock of J. A. Mercier & Co., St.
Michel, Que., has been sold at 30c. on the
dollar.

The assets of J. N. Trudeau, wholesale
furniture, Montreal, are to be sold by auction
24th inst.

The assets of Mrs. Louis Lambert, gen-
eral store, Thetford Mines, are to be sold by
auction on the 24th inst.

CHANGES.

Head & Co., general merchants, Milton,
are selling out.

The Toronto Whip and Novelty Co. has
obtained a charter.

The Jarvis Bicycle Saddle Co., Toronto,
has obtained a charter.

H. A. Sydie, general merchant, Gore
Bay, is giving up business.

J. D. Provencher & Co. is the name of a
new paint firm in Montreal.

Joseph Lyons has opened a blacksmith
shop at Springfield-on-the-Credit.

The Auburn Power Co., Peterboro, is ap-
plying for charter of incorporation.

A. Stevenson, general store, Lytton, B.C.,
has sold out to Anthony & Dobson.

Guimont & Co. have opened out as gen-
eral merchants at Cap St. Ignace, Que.

B. J. McLeod, wagon maker and grocer,
Stromness, has sold out to — McGregor.

A. J. Lordly & Son, furniture, St. John,
N.B., have sold out to A. J. and S. B.
Lordly.

W. H. Rowley, blacksmith, St. John,
N.B., has been succeeded by his son, E.
Rowley.

B. W. Jones & Co., general merchants,
Fort Steele, B.C., have sold out to Planto
& Conlon.

G. M. Marshall, general merchant, Gras-
sey's Corners, Ont., has sold out and re-
moved to Dunnville.

W. Gordon has been registered proprietor
of the firm of W. Gordon & Co., scale
manufacturers, Montreal.

T. M. Piper & Co. have opened a hard-
ware and stove business at Fort William.
So have Woodhouse & Co.

FIRES.

D. Hibner & Co., furniture manufactur-
ers, Berlin, have been burned out.

The workshops of H. R. Ives & Co.,
foundry, Montreal, have been damaged by
fire; loss about \$10,000; insured.

DEATHS.

W. J. Fowlds, of W. J. & H. W. Fowlds,
lumber, Hastings, is dead.

Alex. C. Leslie, of the firm of A. C. Leslie
& Co., commission hardware, Montreal, is
dead.

**VanTuyt & Fairbank**

Petrolia, Ont.

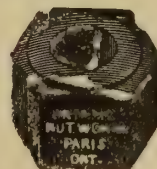
Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris**

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

**BROOM AND CORDAGE
WORKS.****WELFORD BROS.**

Manufacturers of

Brooms and Whisks, Leather, Web
and Rope Halters, Rope Cattle Ties,
Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

**Horseshoe
Vises ..**

One of the handiest winter tools in
a shoeing shop. Useful at all
times, they are indispensable in
winter.

A. B. JARDINE & Co.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, Nov. 23, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X. 6 25
I.X.X. 7 50
J.R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P.D. Grades—
I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.X. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 10
NOTE.—Other brands might be shaded by 7c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 3
I.C., special sizes 3 15
Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00
Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs }
" 14x60, " } 0 05½ 0 06
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½
28 " 0 07¼ 0 07½
Allendale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Base Price.
Common Bar, per 100 lbs 1 65
Refined 2 35 2 65
Horse Shoe 2 60 2 75
Band 2 25
Hoop 4 00 4 25
Swedish 4 00 4 25
Sleigh Shoe Steel 2 50
Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07¼
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35

¼ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 25 2 30
Half polished 2 35
All bright 2 50 3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ¾ to ½, 67½ p.c.: ¾ to 1 in., 70 and 5 p.c.: 1½ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots: Per lb.
16 gauge 0 04½ 0 04¾
18 to 24 gauge 0 04½ 0 04¾
26 " 0 04½ 0 04¾
28 " 0 04½ 0 04¾
NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ¾ " " 2 85
" 1 " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.
English B. S., ton lots 0 11½ 0 12
Lake Superior
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. round and square 0 13 0 19
NOTE.—Complete lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 0 25 0 27
Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
" 35 to 45 " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 16
Boiler and T. K. Pitts.
Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
heats, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05
Part casks 0 05¼

Lead.

Imported Pig, per lb 0 03 0 03¼
Domestic, per lb 0 02¾
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Per
Bar half-and-half 0 12½ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb. 0 08 0 08½

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt.
Pure, Assoc. guarantee, ground in oil. 25 lb. irons \$4 50 4 75
No. 1 do 4 25
No. 2 do 4 00
No. 3 do 3 ¾
Brandram Bros' Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James genuine 5 75
No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
" Umber, 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre ¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 90
Extra " 0 65
Brown Japan 0 85
Brown Japan, Turpentine, p.g. 1 30
No. 1 Carriage, per gal 1 00 1 20
Gold Size Japan, 1 95 2 15
Pure Orange Shellac 1 30
Hard Oil Finish 1 40
Oil Shellac 2 35
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 48 0 49
Boiled, per gal 0 51 0 52
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 43
1 to 4 " 0 42
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 8
Small lots 0 00 0 8½

Cod Oil.

Cod Oil, per gal. 0 50 0

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb.
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge 0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per doz.	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.		
Miller's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 40 and 10 p.c. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 60 to 62½ per cent.		
Door.		
Gon Sargent's	5 50	8
" Peterboro', discount 50 per cent.		
Cow.		
American make, discount 66½ per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	1 25	3 00
House.		
American, per lb.	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 60 per cent.		

Belting.		
Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tirc, dis. 65 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each	5 00	7 50

Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Miller's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis., 12½ p.c. revised list.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per do	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids,	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross	8 50	11 25

Cement.		
Portland, car-load lots	2 75	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red,	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
Steel, net		3 00

Clamps.		
Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
nadian dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz. (15 p.c.)	2 00	
Coil, per doz	0 86	1 60
English per doz.	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
anadian dis. 25 to 35 per cent.		

Drills.		
Hand and Breast.		
Miller Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
tandard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 50, 10 and 5 p.c.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis. 60 to 60 and 10 p.c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

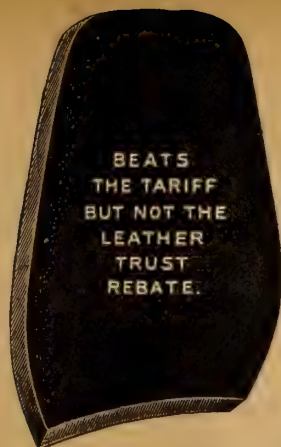
FRUIT PRESSES.		
Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 33, each	1 65	2 40

GLASS.		
Double Diamond.		
100 ft.		
70	4 00	4 90
80	4 40	5 30
90	4 80	5 70
100	5 20	6 10
110	5 60	6 50
120	6 00	6 90
130	6 40	7 30
140	6 80	7 70
150	7 20	8 10
160	7 60	8 50
170	8 00	8 90
180	8 40	9 30
190	8 80	9 70
200	9 20	10 10
210	9 60	10 50
220	10 00	10 90
230	10 40	11 30
240	10 80	11 70
250	11 20	12 10
260	11 60	12 50
270	12 00	12 90
280	12 40	13 30
290	12 80	13 70
300	13 20	14 10
310	13 60	14 50
320	14 00	14 90
330	14 40	15 30
340	14 80	15 70
350	15 20	16 10
360	15 60	16 50
370	16 00	16 90
380	16 40	17 30
390	16 80	17 70
400	17 20	18 10
410	17 60	18 50
420	18 00	18 90
430	18 40	19 30
440	18 80	19 70
450	19 20	20 10
460	19 60	20 50
470	20 00	20 90
480	20 40	21 30
490	20 80	21 70
500	21 20	22 10
510	21 60	22 50
520	22 00	22 90
530	22 40	23 30
540	22 80	23 70
550	23 20	24 10
560	23 60	24 50
570	24 00	24 90
580	24 40	25 30
590	24 80	25 70
600	25 20	26 10
610	25 60	26 50
620	26 00	26 90
630	26 40	27 30
640	26 80	27 70
650	27 20	28 10
660	27 60	28 50
670	28 00	28 90
680	28 40	29 30
690	28 80	29 70
700	29 20	30 10
710	29 60	30 50
720	30 00	30 90
730	30 40	31 30
740	30 80	31 70
750	31 20	32 10
760	31 60	32 50
770	32 00	32 90
780	32 40	33 30
790	32 80	33 70
800	33 20	34 10
810	33 60	34 50
820	34 00	34 90
830	34 40	35 30
840	34 80	35 70
850	35 20	36 10
860	35 60	36 50
870	36 00	36 90
880	36 40	3

KNIVES.		PLANE IRONS.		SCRAPERS.		Swedes, upholsterers', American (1 to 6 oz.).....	
Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent.		English, per doz.....	2 00	5	Box, per doz.....	2 10	4 50
Christie, \$7.00 net.		PLIERS AND NIPPERS.			Foot, ".....	0 40	3 50
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.		Button's Genuine, per doz. pairs, dis. 37 1/2 40 p.c.			SCREENS.		
Lightning, per doz.....	6 50	Button's Imitation, per doz.....	5 00	9 00	Window, patent, per doz.....	3 50	4 50
Heath's, 5 1/2 p.c.		German, per doz.....	0 60	2 60	Door, per doz.....	8 75	9 00
LADIES.		PLUMBS AND LEVELS.			SCREW DRIVERS.		
Melting, per doz.....	1 70	R. & L. Co., dis. 70 and 10 p.c.			Sargent's, per doz.....	0 65	4 00
LEMON SQUEEZERS.		POPPERS.			SCREWS.		
Porcelain lined, per doz.....	2 20	Corn, square, per doz.....	1 35	2 00	Wood, F. H., iron, and steel, dis. 80 & 10 p.c. and 10.....		
Galvanized, ".....	1 87	PRUNING SHEARS.			Wood, R. H., " dis. 75 and 10 and 10 p.c.		
King, wood, ".....	2 75	Per doz.....	4 00	5 50	" F. H., brass, dis. 77 1/2 and 10 and 10 p.c.		
" glass, ".....	4 00	PULLEYS.			" R. H., " dis. 72 1/2 and 10 and 10 p.c.		
A glass ".....	1 20	Hothouse, per doz.....	0 55	1 00	Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.		
LINES.		Axle.....	0 22	0 33	Bench, wood, per doz.....	3 25	4 00
Fish, per gross.....	1 05	Screw.....	0 27	1 00	" iron, ".....	4 25	5 75
Chalk, ".....	1 90	Awning.....	0 35	2 50	SCYTHES.		
LOCKS.		PUMPS.			Discount, 60 and 10 p.c. revised list.		
Canadian, dis. 50 p.c.		Rumsey or Canadian cistern, 60 to 65 p.c.			SCYTHE SNATHS.		
Russell & Erwin, per doz.....	1 75	Pitcher spout, 70 to 70 and 5 p.c.			Canadian, dis. 40 to 45 p.c.		
Cabinet, ".....		Canadian cistern, 60 to 62 1/2 p.c. from factory.			SHEARS.		
Eagle, dis. 40 to 42 1/2 p.c.		Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., japanned, dis. 75 p.c.		
Padlock.....		PUNCHES.			B. & W. N.P., dis. 65 p.c.		
English and Am., per doz.....	0 50	Saddlers', per doz.....	1 00	1 85	Seymour's, dis. 60 p.c.		
Scandinavian, ".....	1 00	Conductors', ".....	9 00	15 00	Etna, dis. 75 to 75 and 10 p.c.		
Eagle, dis. 15 to 17 1/2 p.c.		Tinners' solid, per set.....	0 00	0 72	Heinisch, dis. 60 p.c.		
MALLETS.		" hollow, per inch.....	0 00	1 00	Bristol, japanned, 80 p.c.		
Tinsmiths', per doz.....	1 25	PUTTY.			" N.P., dis. 70 p.c.		
Carpenters', hickory, per doz.....	1 25	Bladder, per lb.....	1 75	0 17 1/2	Clauss, full nickel, 60 p.c.		
Lignum Vitae, per doz.....	3 85	Tins, lbs.....	2 50	2 75	" japanned handles, 67 1/2 p.c. off.		
Caulking, each.....	1 60	RAIL.			Seymour or Heinisch tailor shears, 15 p.c.		
MATTOCKS.		Barn door, per foot.....	0 02 1/2	0 02 3/4	SHEAVES.		
Canadian, per doz.....	8 50	Sliding door, ".....	0 03 1/2	0 03 1/4	Sliding door, per set.....	0 77	1 40
American, 60 and 10 p.c. off list.		Lanes, ".....	0 03	0 03 1/4	SHOVELS AND SPADES.		
MEAT CUTTERS.		RAKES.			Canadian, dis. 42 1/2 p.c. special brands net price.		
Enterprise, American, dis. 32 1/2 p.c.		Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.			SIEVES.		
German, 15 per cent.		Wood, 25 per cent.			Wood rim, black, per doz.....	1 05	1 10
MINCING KNIVES.		RAZORS.			" tinned, ".....	1 25	1 35
American, per doz.....	0 42	Geo. Butler & Co.'s, per doz.....	8 00	18 00	Tin rim, per doz.....	2 30	2 45
MOLASSES GATES.		Bokers', ".....	7 50	11 00	" black.....	1 8	2 25
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		Wade & Butcher's, ".....	3 60	10 00	SNAPS.		
NAILS.		Arbenz's, ".....	9 00	18 00	Harness, German, dis. 35 to 37 1/2 p.c.		
Cut Nails (Iron)—		Theile & Quack's, ".....	7 00	12 00	Acme.....	3 00	5 00
1. Either Canada or American pattern—		RAZOR STROPS.			Lock, Andrews.....	4 50	11 50
Basis—50 to 60 dy.....	2 75	Currier's, per doz.....	1 25	3 60	SOLDERING IRONS.		
40 dy.....	2 80	RIVETS AND BURRS.			Per lb.....	0 00	0 24
30 dy.....	2 85	4 mos. or 3 per cent. cash 30 days			WROUGHT SPIKES.		
20, 16, and 12 dy.....	2 90	Copper rivets, dis. 50 and 10 per cent.			Discount, 25 to 30 per cent.		
10 dy.....	2 95	Iron " dis. 60 and 5 per cent.			SPOKE SHAVES.		
8 and 9 dy.....	3 00	Tinned and black rivets, 60 and 5 per cent. to 65 and 5.....			Wood, English.....	1 8	5 00
6 and 7 dy.....	3 15	Burrs, iron or steel, 50 and 5 per cent.			Iron, American.....	1 35	2 35
2. American pattern only—		Terms, 4 mos. or 3 per cent. cash 30 days.			SPOONS AND FORKS.		
From 4 to 5 dy.....	3 35	RIVET SETS.			Tea spoons, per gross.....	7 50	12 00
3 dy (lath).....	3 75	Canadian, dis. 30, 35 per cent.			Dessert, ".....	21 00	00 00
3. Canada pattern only—		ROPE.			Table, ".....	30 00	30 00
From 4 to 5 dy.....	3 25	Sisal.....			Dessert Forks, ".....	24 00	00 00
3 dy (lath).....	3 65	Manilla.....			Medium ".....	27 00	00 00
3 dy, A.P. fine.....	4 35	7-16 in. and larger, per lb.....	6 1/4	00 8 1/2	Table ".....	36 00	00 00
Car lots 10c. less.		1/4, 5-16, 3/8 in.....	6 3/4	00 9	SQUARES.		
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.		Cotton.....	15	17	Iron, per doz.....	1 65	2 90
Wire Nails, 70 and 12 1/2 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more		Russia Deep Sea.....	00	13	Steel, dis. 65 to 65 and 10, revised list.		
Brads and moulding nails, 70 and 12 1/2 p.c. from new list, and in 1-lb. papers 75 per cent.		Jute.....	6 3/4	7 1/2	Try and bevel, dis. 50 to 52 1/2 p.c.		
NAIL PULLERS.		RULES.			STAPLES.		
German and American.....	1 85	Boxwood, dis. 80 and 5 to 10 p.c.			Fence, galvanized.....	2 85	3 10
NAIL SETS.		Ivory, dis. 37 1/2 to 40 p.c.			WROUGHT IRON, dis. 80 to 82 1/2 p.c.		
Square, round, and octagon, per gross.....	3 33	SAD IRONS.			STOCKS AND DIES.		
Diamond.....	12 00	Mrs. Polts, per set.....	0 60	1 00	American, dis. 25 p.c.		
NETTING.		" N.P., per set.....		90	STOVE POLISH		
Poultry, 65 and 10 to 70 per cent.		SAD HEATERS.			Scientific Stove Pipe gross, 1 gross, doz.		
OIL.		Dome, Shepard's, per doz.....	4 75	5 00	Varnish.....	9 00	2 50
Canada refined oil (Toronto).....	0 16	SAND AND EMERY PAPER.			Scientific Stove Paste (5 lb nails) 60c. each.....		6 00
Carbon safety ".....	0 18	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Furniture Polish.....	12 00	1 25
Canada w. w. ".....	0 18	Emery, per quire.....	0 55	0 90	Scientific Carriage Top Dressing, 1/2 pints.....		2 00
American w. w. ".....	0 00	SASH CORD.			Scientific Carriage Top Dressing, pints.....		3 50
Pratt's Astral.....	0 00	Per lb.....	0 22	50	Scientific Enamel Paints.....		1 50
OILERS.		SASH LOCKS.			Scientific Stove Enamel.....	7 50	2 00
McClary's galvan. iron oil can, with pump, per doz.....	0 00	Triumph and Morris, dis. 37 1/2, 40 per cent.			STONE.		
Zinc and tin, dis. 50, 50 and 10 p.c.		Kempshell's, dis. 40, 62 1/2 per cent.			Washita, per lb.....	0 28	0 60
Copper, per doz.....	1 25	Canadian, dis. 45, 50 per cent.			Hindustani, ".....	0 06	0 07
Brass, ".....	1 50	SASH WEIGHTS.			" slips, per lb.....	0 09	0 09
Malleable, dis. 25 per cent.		Sectional, per 100 lbs.....	1 40	1 50	Labrador, ".....	0 00	0 13
PAIS.		Solid, ".....	1 25		" Axe, ".....	0 00	0 15
Galvanized, per doz.....	2 25	SAWS.			Turkey.....	0 00	0 50
PENCILS.		Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70	Arkansas.....	0 00	1 50
Dixon's, per gross.....	1 00	" Empire, McMillan & Haynes, per ft.....	0 00	0 70	Water-of-Ayr.....	0 00	0 10
" Carpenter.....	2 25	Hand, Disston's, dis. 12 1/2 to 15 p.c.			Seythe, per gross.....	3 50	5 00
PICKS.		S. & D., 40 to 40 and 10 per cent.			Grind, per ton.....	15 00	18 00
Per doz.....	6 00	Crosscut, Disston's, per ft.....	0 35	0 55	TACKS, BRADS, ETC.		
PICTURE NAILS.		S. & D., dis. 35 p.c. on Nos. 2 and 3.			Cheese-box tacks, blue.....	66 1/2	
Porcelain head, per gross.....	1 65	Hack, complete, each.....	0 75	2 75	Trunk tacks, black.....	60	
Brass head, ".....	0 40	frame only.....	0 00	0 75	" tinned.....	66 1/2	
PLANES.		SAW SETS.			B.B.B. iron carpet, blued.....	60	
Wood, bench, Canadian dis. 60 per cent., American dis. 55.		" Lincoln, McMillan & Haynes, per doz.....	0 00	7 50	" tinned.....	66 1/2	
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		Whiting.....	6 87	7 00	B.B.B. iron carpet, bright or blued (in kegs).....	30	
Bailey's (Stan. R. & L. Co.), 50 per cent.		SCALES.			B.B.B. iron carpet, tinned (in kegs).....	30	
Miscellaneous, dis. 25 per cent.		Gurney Scales, 50 p.c.			B.B.B. cut tacks (in bulk), 45 to 50 p.c. (in dozens, 1 to 6 oz.).....	40	
Bailey's Victor, 25 per cent.		B. S. & M. Scales, 50 p.c.			" " 1/2 weights.....	45	
		Champion, 60 per cent.			" " tinned.....	45	
					Swedes, cut tacks, genuine, blued and tinned.....	52 1/2	
					Swedes, upholsterers', genuine.....	50	



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays **10 cents** to any address on receipt of

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance**. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

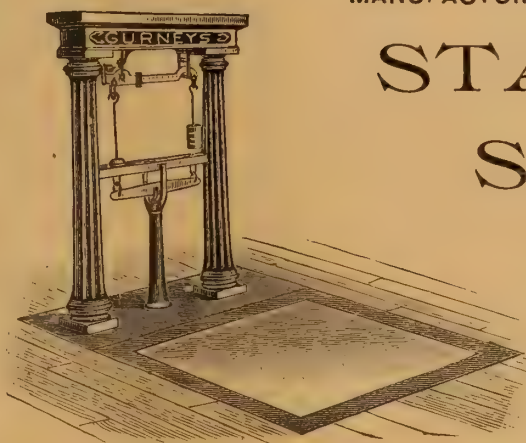
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.

- Before the first Ontario railway was built,
- Before the first ocean steamer arrived,
- Before postage stamps were used in Canada,
- When £ s. d. was Canadian currency,

E. B. Eddy's Matches

Were known throughout Canada,
as they are now,
as the best matches made.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Here are a few schemes

and we think they are pretty good schemes, too ; anyway,
they are doubling our trade each year and increasing our
friends. They will do the same for **YOU**.

These are they :—To sell paints and varnishes so satisfactory in application, so economical in use, and so uniform in quality, that our customers will be as anxious to buy again as we are to have them.

To seek trade amongst those who discriminate, and who are governed in the selection of the goods they purchase by consideration of the quality.

To never lower our standard of quality, but constantly strive to raise it.

To never make mistakes "on purpose." By these means we have been enabled to hold 100 per cent. of our customers, and add many new ones to the list. If you are not yet handling our goods, we ask your confidence and a trial order **NOW**, because "the early bird catches the worm."

*Give our goods a trial — let it be as unsparing and exacting as
fair, honest and critical — we are not afraid of the result . . .*

The James Robertson Co. Ltd., 263-285 King Street West, Toronto

Telephones 819 and 1511.

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, NOVEMBER 28, 1896

No. 48



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

LOYALTY

SCARCELY less marked than the loyalty of all true Canadians to the Queen's sceptre, is that of the Canadian iron-worker to Queen's Head Galvanized Iron. Another proof that Canadians know a good thing when they see and test it.

Largest Manufacturers under the British Flag

"Many are called, but few are chosen"

The Safford Radiator, for heating large and small buildings, is always the "chosen."

We guarantee them against defects of every and any description. They will last for ever and cannot leak.

"Safford"

CANADA'S CHOICEST

Radiators

are positively the only radiators made without Iron Bolts; statements to the contrary appearing in advertisements are falsehoods pure and simple.

BEWARE OF SPURIOUS IMITATIONS

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.



17th.
Dec. 8/96

OUR NEW 4-LOOP PLAIN.

TO THE TRADE



We beg to inform you that we now carry a full stock of

HOYT'S

PURE OAK TANNED

... BELTING

Write us for Price List and Discount.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

... TORONTO

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

**The Toronto Steel-Clad Bath
and Metal Co. Ltd.**

125 and 127 Queen St. East, **TORONTO**

KEMP MANUFACTURING COMPANY

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

... Makers of ...

"DIAMOND" STEEL WARE

"GRANITE" STEEL WARE

"WHITE" STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, NOVEMBER 28, 1896

No. 48

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

A CUSTOMS EVIL.

ONE matter which ought to receive the careful consideration of the Customs Department is that of the ports of entry.

A glance over the Trade and Navigation Returns must convince anyone that a great many places which are now designated ports of entry are little more so than in name, as year after year very little merchandise is passed through them.

In many of these ports of entry the receipts per annum cannot begin to even pay the salaries of the officials stationed there. At a number of these ports the duties collected during the whole year do not aggregate one thousand dollars each, and some, we notice, do not even take in two hundred dollars.

In a country the extent of ours, with the population often greatly scattered, geographical and other conditions may frequently demand the establishment of a port of entry where the revenue-producing capabilities alone would not warrant it. Against this no one can reasonably protest. But these places are the exception and not the rule.

Too often it is not the exigencies of the port that are considered; it is the exigencies

of a supporter who is hungry for reward that is the argument which creates the office. Business ethics have seldom anything to do with it.

We are not blaming any one party for this. Both parties are sinners in this respect. A professional politician is a professional politician, whether he be Liberal or Conservative.

The result of the creation of so many sinecure ports of entry is the multiplicity of irregularities in the appraising of similar articles, for comparatively few of the appraisers are competent for the positions which they are in, but which they are not filling. The result of this is no end of annoyance to merchants at different points who are brought into competition with each other. And it is herein that lies the chief evil.

If all the ports of entry cannot be fixed at places at which they will at least "pay for their keep," something practical should at least be done to ensure uniformity in rates of duty, not like it now often is, 25 per cent. on an article at this port and 35 per cent. at another.

AN UNTENABLE POSITION.

THE WEEKLY SUN, published in Toronto, opposes the building of a railroad through the Crow's Nest Pass on the ground that there is already (1) a road running from Spokane, the state of Washington, to Rossland, in the Kootenay country, and (2) that steps should not be taken to divert trade from its natural market.

A little of the element of cosmopolitanism is a good thing in national life, for it helps to beget that magnanimity which it is so desirable should exist between nations, and especially those whose borders touch each other.

But, while cosmopolitanism is good as an element, it is not advisable that it should

predominate. Where nationalism does not obtain there cannot be a nation.

Canada has, within her borders, the possibilities of a great nation, and her citizens would not be worthy of the name of men were they not zealous for the development of these possibilities.

The construction of a railway through the pass in question is rightly conceived to be a step along the line of national building. Railways are steel bands which bind more closely together distant parts of a country as well as carriers of merchandise.

There is a naturalness here quite as much as in the doctrine laid down by our contemporary.

But, dismissing altogether the national aspect of the matter, commercial interests pure and simple warrant the building of the road through the Crow's Nest Pass.

The people of Rossland and the Kootenay country may be quite willing that they should have as free intercourse as is possible and convenient with the inhabitants to the south of them, but with a dozen railroads in operation between Spokane and Rossland, there would be none the less need of a line through the Crow's Nest Pass.

Rich as is Rossland and other parts of the Kootenay country in gold and other metals, their development will be seriously handicapped as long as the present system of securing fuel obtains.

In the Crow's Nest Pass are coal measures of anthracite, bituminous and lignite. But while there is coal enough and to spare, right at the door, as it were, of Rossland, Nelson, and other mining centres, yet most of the fuel used at these places is brought some 20,000 miles from Wales via Cape Horn. And what does not come from Wales is brought across the continent from Pennsylvania.

This coal that is lying unused in the Crow's Nest Pass is what the people of

Kootenay want, but, as without a railway they cannot get it, they are compelled to pay 50 to 75 per cent. more for this fuel than they would were the desired line built and in operation.

It is true that the barriers that lie between the gold, silver, iron and other mines in the Kootenay country are natural, but it is not a wise man who is deterred from attaining his object because natural barriers are standing between him and it. He would not be accounted a natural man who would be so deterred. And it would be unnatural if the people of Canada did not build the projected line of railway through the Crow's Nest Pass and go up and possess the trade which is theirs naturally.

Let us be cosmopolitan, but we must be something else if we would avoid being nothing.

A DECLINE IN WIRE NAILS.

CANADIAN wire nail manufacturers have been meeting in Montreal this week. They decided on a material reduction in the price of wire nails, and this decision was certainly hastened by the complications among the makers in the States, where the price has been driven down to \$1.25 per keg, and the famous agreement for all practical purposes suspended.

The details of this trouble that is so interesting to our makers will be found elsewhere; for in anticipation of possible competition the Canadian basis has been reduced all the way from 5 to 10c. per keg. The new discounts are as follows:

Province of Ontario, 75 and 10; terms of delivery as before.

Province of Quebec, 75, 10 and 2½ f.o.b. Montreal, and freights equalized on Montreal.

Maritime Provinces, 75 and 7½; terms of delivery as before.

British Columbia, 75, 10 and 2½ per cent. f.o.b. factories; freight equalized on cheapest factory point.

Winnipeg, 70 and 5 per cent. delivered; freight shall not be prepaid, but carload rate shall be deducted from face of invoice.

The 10c. per keg allowance to dealers will be continued.

It is just as necessary that a merchant should be acquainted with what is going on in the commercial world as it is that the commandant of an army should be kept posted as to the movements of the enemy.

WELSH TIN PLATE STRIKE.

The news that 12,000 to 15,000 hands have struck in the Welsh tin plate works has had a sensible influence in stiffening the views of Canadian holders of tin plate.

HAS CAUSE TO BE THANKFUL.

CANADA had a great deal to be thankful for Thanksgiving Day. We know of no country who had more to be thankful for.

Her grain crops were good, and the prices obtaining for them better than for years.

Her lumber industry is awakening into fresh activity.

Her mineral industry is attracting the attention of the world, and is booming.

Her dairy industry is expanding.

The earnings of her railroads are increasing compared with previous years.

The monthly returns of the chartered banks and the weekly returns of the clearing houses indicate trade expansion.

The foreign trade of the country, both imports and exports, is growing materially.

What Nature has so bountifully endowed us with it is our duty as Canadians to develop with energy.

HOW TO DEVELOP TRADE.

Dr. D. H. Muir's remarks before the Maritime Board of Trade at St. John had the right ring about them. The problem needing to be grappled with to-day is—how are we to keep our people at home? Times have changed in our little province. Farming, especially in our rural localities, does not pay as it once did. Our young men seek employment elsewhere. Let all newspapers throw open their columns for the discussion of this subject and give an opportunity for throwing out suggestions concerning it. A few crisp snap shots on the question would arouse interest and might be attended with great good. Long evenings are now upon us and a little deep thinking might throw some light and cause some agitation on a matter that deeply affects our welfare as a province.—Truro News.

If business men in other places would do as Dr. Muir himself and the people of Truro have done there would be very few complaints of clever young men deserting the rural localities. The Truro people simply used their heads and "hustled." They developed their local industries. For instance, they found they had good grazing land in the locality, and their cows gave very fine pure milk. They organized a company and condensed the milk to ship to parts of Canada where they could not get the pure article. The result is that they are distributing thousands of dollars annually among the farmers, who are now among the most prosperous in Canada.

The only thing Truro suffers from is too many stores.

Let none of our readers go into the condensed milk business on this tip—the market is already over supplied.

There are hundreds of ways in which localities can increase their revenue and employ more labor if they would but use their brains. There are few places in which intelligent work would not produce a very much greater revenue. When times change men

should change with them and not sit whining of the good old times. These should and can be made better days.

THE WINDOW SHADE AGREEMENT.

HARDWARE AND METAL has been given to understand that the agreement which for some time has existed among the manufacturers of window shades has been dissolved.

The cause of the dissolution is said to be the advent of the new and independent concern which recently started in Toronto.

What the effect will be upon prices is yet to be seen. As each factory, however, is now to be allowed a free hand, it is quite obvious what we may expect.

In the meantime those hardware dealers who handle window shades should watch the market closely.

CASTOR OIL STILL DEARER.

Castor oil is still advancing, and it looks as if those who have been withholding purchases in anticipation of the market taking a downward turn are likely therefore to be losers.

According to a cable despatch received in Toronto this week, castor oil would cost 9 1-16c. per lb. to lay down from Calcutta. This means an advance of nearly 4c. per lb. since February, 1895.

As a result of the higher market abroad Toronto dealers have this week advanced their figures to 8½c. in cases and 9c. in single tins. It will thus be seen that they are still below the parity of the primary market in their prices.

It is claimed that stocks of castor oil in Canada are small.

A merchant should aim to possess the goodwill of his competitors as well as that of his customers.

HINTS ON BUYING SKATES.

"Hardware dealers should be careful in selecting their requirements of skates this season," remarked a dealer to HARDWARE AND METAL. "A line of cheap German skates is offered which is common indeed. The Starr Co., Halifax, No. 5 is preferable, being of better finish and far cheaper than the No. 7 of this German line. However, the No. 7 Halifax pattern of H. Boker is, to all appearances, the best made and finest line on the market and surpasses the Acme of that grade. In the cheap line, Welpley's No. 0 seems to be the best value. In hockey, racing and fancy patterns, the styles of H. Boker are undoubtedly the latest up to date on the market in every respect and will make the Canadian makers look to their laurels."

THE CUT AND WIRE NAIL POOL.

NY. JOURNAL OF COMMERCE of Wednesday says: According to local representatives of the firms included in the National Cut and Wire Nail Manufacturers' Association, or the Nail Trust, as it is commonly called, the announcement, through press despatches yesterday that the association had collapsed and would go out of existence at an early date, is at least premature. A representative of one firm in the association received word by wire from his mill yesterday that the report was untrue, and members of several other firms, who are in a position to know of any change almost immediately, stated that they were sure that the association had not been dissolved. The next meeting of the association will be held on the first of December. The general impression seems to be that a radical reduction in prices will be made either at that meeting or in the immediate future.

The press despatches received yesterday stated that prices in the west were demoralized, as sales agents were selling nails at \$1 per keg under list figures, while jobbers were cutting prices still more severely. Some jobbing houses in this city are also selling at reduced prices, one house having quoted \$2.45 per keg on cut nails and \$2.70 on wire nails, which is about 50 cents under previous prices. This reduction in price by Eastern houses was, however, expressly permitted by a circular sent out on the 19th inst. by J. H. Parks, the secretary of the association, canceling section 3 of a circular of instructions sent out by him last July. These instructions were substantially as follows:

The purchaser of nails made by manufacturers in the association shall receive from the treasurer every month a rebate of 10c. per keg on all nails purchased the six months preceding, provided he has complied with the following conditions:

1. That he has not bought or received any wire or cut nails made by any manufacturers outside of the association during the six months.
2. That he has paid for all purchases of wire and cut nails from members of the association in conformity with their established prices and terms.
3. That he has not during the six months sold any wire or cut nails, either directly or indirectly, at less than such established prices and terms.

The cancellation of section three therefore, it will be seen, practically allows jobbers to sell at any price. Several local jobbers are of the opinion that this notice was intended simply as an intimation, that a reduction in price would be made at the next meeting of the association thus permitting jobbers to unload present stocks. Others, however, consider the order an indication that the combination is nearing disruption.

It was reported that the Executive Committee of the association had also authorized manufacturers' agents to sell at 30 cents per keg less than list prices, and while this

could not be confirmed, it was stated on good authority that such a reduction had been made by some manufacturers in the association, which is regarded by some as good evidence that the organization is experiencing serious difficulties of some sort. Some agents here, however, are claimed to be holding prices firm.

Geo. H. Ismon, agent in this city for the Salem Wire Nail Co., when questioned yesterday in regard to the matter, said: "I do not understand where the report originated. I called up our manager at Salem this morning by wire and he replied that the report was absolutely unfounded. Reports were also published a few days ago that practically every member of the National Hardware Association which met in Philadelphia recently, had agreed to boycott the Manufacturers' Association. I have talked with three members of the Hardware Association who were present at the meeting and all of them stated that the report was false and moreover, said that there was considerable sentiment in favor of the Manufacturers' Association. As far as the recent opposition in Iowa is concerned, I do not consider it of any importance."

A member of another leading firm in the combination said: "We have had no information whatever from headquarters, and had there been any dissolution of the association it is pretty certain that we would have been informed. My opinion is that the association will be continued. The permission given jobbers to make their own prices was, I think, allowed on account of the recent cutting of prices by a leading Chicago jobbing firm, with the intention of placing jobbers in the association in a position to compete with outsiders."

A representative of another firm said: "I know nothing in regard to the matter more than has appeared in the papers. We are still maintaining regular prices, however. I do not know, of course, what will be done at the next meeting. There has been considerable disaffection in the association, due largely to the fact that prices were being cut by jobbers. I think, too, that the association has tried to keep prices at too high a figure. My last information from headquarters, however, received a few days ago, apparently indicated that the association would be continued."

An agent of another firm in the association said: "While I believe the association has made a mistake in keeping prices so high, this will be remedied as soon as possible, and I have no doubt that the association will be continued."

A representative of Smith, Lyon & Field, among the largest jobbers in nails in this city, said: "We received notice a few days ago from Secretary Parks, that we could sell

at what prices we pleased, but buying prices are unchanged. This is, in my opinion, an indication that the association intends to reduce prices at its next meeting. The reports that jobbers in the west are cutting prices badly is probably explained by the fact that they had large stocks of nails on hand, while jobbers in the east, on the other hand, have generally been buying only to meet their wants. The association has not broken up yet, and my opinion is that it will be maintained, but that prices will be put down so low that outside manufacturers will not be able to live."

A prominent hardware merchant in this city, who is in a position to obtain accurate information in regard to the association, said: "I have conversed with members of the association and from what I have learned I can say that the reports of the dissolution of the combination are certainly premature. Nothing will be done until next meeting of the association, when important modifications will undoubtedly be made if the association is continued, which a majority of the members with whom I have communicated seem to think will be the case."

BOSTON NOV. 23.—When asked regarding the despatch from Chicago, which was published in this morning's papers, stating that the Wire Nail Manufacturers' Association had dissolved, J. H. Parks, treasurer of the association, said it was substantially true. The Nail Association, he said, had been in operation since June, 1895. It had lived much longer than its most sanguine promoters expected, and as a financial undertaking had been an unprecedented success.

"Its present abandonment," said Mr. Parks, "is not due to any adventitious conditions in the organization or any internal indifference or shortcomings, but solely to the large growth of outside competition, which has sprung up within the last few months. We do not think it would be good business to continue longer a policy which is increasing competition so rapidly. The story that the association has large obligations, which it is unable to meet, is absurdly false, and it is a reflection on the honor and good faith of the nail manufacturers."

PHILADELPHIA, NOV. 23.—A meeting of the leading members of the Nail Trust will be held at the Hotel Waldorf, New York, on Monday of next week. Then, it is expected, the Trust will be officially disbanded. Reports received by officials of the Hardware Association state that firms controlled by the Trust in Pittsburg, Cleveland, Cincinnati, Chicago and other western cities consider that the combination is already broken, and they are preparing to make their own prices and continue on the old basis of free competition.

EXPERIMENTAL GAS PLANT AT HALIFAX.

THERE is no doubt that Halifax, N.S., is possessed of a live business concern in the People's Heat and Light Co., Ltd. Although this enterprising company only began work in November, 1895, it is now prepared to furnish gas and coke from the pioneer coke, gas and by-product plant of North America. To give a short sketch of this new and enterprising undertaking is the purpose of this article.

Last autumn, while the president of the Dominion Coal Co., H. M. Whitney, of Boston, Mass., was working out the problem of how to find a market for the increased output of his company, it occurred to him that there was room in Massachusetts for the sale of a vast amount of gas, and if this gas could be economically produced there was practically no limit to the demand. This fact, taken into consideration with the well-known gas producing qualities of the Cape Breton coal, seemed to point to a definite conclusion. Accordingly, he set to work, in conjunction with F. S. Pearson, of New York, and B. F. Pearson, of Halifax, and secured control of the patents for Eastern Canada and the New England States of nearly all the inventions pertaining to new and useful improvements in the manufacture of coke and the saving of the by-products of coal.

It was then decided that an experimental plant should be built and operated at Halifax, which location was contiguous to the Cape Breton coal fields, and where they would at once have a market for their gas. Accordingly, the People's Heat and Light Co. was organized, and some time in November, 1895, commenced installing its plant. In choosing a site for the location of its extensive works, the directors of this company were fortunate enough at the outset to find a place which was very well adapted in every particular to the requirements of the plant they had in view. The site selected consists of twenty-eight acres and is situated in the southwestern portion of the city, on the banks of the northwest arm of the harbor of Halifax. Its main buildings are most substantially and thoroughly built of granite and brick, and its situation gives it the additional advantage of having most excellent shipping facilities.

QUANTITY OF COAL TO BE USED.

About twenty thousand tons of Cape Breton coal will be coked per year, producing two hundred million cubic feet of gas, part of which it is proposed to sell, after being enriched, as illuminating gas for \$1.50 per 1,000 cubic feet. There will remain about 160,000,000 cubic feet of heating gas for which it is thought they will find a ready sale at forty cents per 1,000 cubic feet. In

addition to the gas above referred to, the company expects to save from the manufacture of the coal some 4,000 barrels of coal tar, 200 tons of sulphate of ammonia, 30,000 pounds of ferro cyanide of potash, 20,000 gallons of benzol and 14,000 tons of metallurgical coke.

THE PROCESS.

A brief description of the various processes to which coal is subjected and by which the by-products above enumerated are secured, may be of interest. First—Twenty-four tons of Cape Breton slack coal are placed in a "Mond producer," an apparatus very much resembling an ordinary beehive stove, where a liberal supply of steam and hot air is forced in at the bottom and by a process of slow combustion there will be derived therefrom about 150,000 cubic feet of gas, known as producer or fuel gas, to the ton of coal. After leaving the producer, this gas passes through a series of annular zig zag pipes arranged for the purpose of depriving it of its heat. This heat is used in turn to warm the air at first pumped into the producer. The gas is now conveyed to what is called the acid tower, a cylindrical structure some fifty feet high and about eight feet in diameter, built of sheet lead, one of the few metals not injuriously affected by sulphuric acid, which is extensively used in this process. Inside this tower, piled loosely, one on top of the other, are specially prepared brick in checker-board form. On the roof of this tower is a tank containing a quantity of sulphuric acid diluted with water, which tank is connected with the top of the tower by a series of small lead pipes. The gas is pumped into the tower at the bottom and ascends, meeting the diluted sulphuric acid, which percolates down through the brick. The ammonia combines with the diluted sulphuric acid, thus forming sulphate of ammonia. This sulphate of ammonia is extensively used in the manufacture of fertilizers. In this process about ninety pounds of sulphate of ammonia is secured per ton of coal. The gas is now forced through the cooling tower, where, as the name denotes, it is thoroughly cooled. It is then stored in a holder, from whence it is taken as required for use under the coke ovens to coke the coal from which illuminating gas is derived. A Root rotary blower, coupled direct to a one hundred and fifty horse power Robb and Armstrong automatic engine, forces the surplus part of this gas to the works of the Halifax Electric Tramway Co., Ltd., where it is burnt under the boilers to generate steam for that company's engines.

GAS HOLDERS.

The company has constructed, for the pur-

pose of storing its gas, two Gadd columnless holders, the first of their kind ever constructed on this continent. They are unlike the ordinary gas holders, in the fact that they have no outside columns for support. They are telescopic, and have two lifts or compartments which, as they rise by the pressure of gas on the inside, turn spirally on rails affixed at an angle of 45 degrees to the sides of the lift below. This, of course, is a most economical method of construction, and it has been proved to be stronger and more rigid than the old style. As has been shown, producer gas is made primarily for the purpose of use in the coke ovens. These coke ovens are built on the plans of Dr. F. L. Slocum, and are ten in number. They are constructed of specially prepared firebrick made in Bolivar, Pa. The retort or chamber in which the coal is coked is 31½ feet long, 18 inches wide and 6 feet high, and holds, when charged, 6½ tons of slack coal, which, by a washing process at the mines, has been freed of all its rock, soil and other foreign substances. Surrounding the retort in which the coal is placed are a number of lateral flues in which the producer gas and hot air meet at the bottom and are ignited. The flame passes back and forth along the flues, thus carbonizing the coal in the retort. The coal is coked for 24 hours. All the volatile matter is liberated, leaving the clean, pure carbon or coke. This volatile matter has to undergo a great many different and interesting processes before it is finally sold to the consumer in the form of gas.

THE COKE.

Before tracing the gas through these various processes it may be interesting to see what becomes of the coke. After the coal has been coked as described, and all the volatile and tarry matter have been driven off in the form of gas, a huge ram having a shield or head of a size and shape slightly smaller than the opening of the retort, worked by steam, pushes the entire contents out on to a concrete floor, where it is first cooled and then conveyed to the crusher and screens. Here it is automatically crushed, screened and assorted into three sizes, viz., nut, stove and egg, for domestic and manufacturing purposes. It is claimed for this coke that it is a superior fuel to hard or anthracite coal, being almost 40 per cent. cheaper, and on account of its greater bulk, the wasteful overfilling of stoves, grates, etc., is more difficult to accomplish. That on account of its freedom from sulphur and all other impurities, it is less wearing on furnace and grate bars than any other fuel, and for the same reason tools manufactured with it are said to be of a superior quality. The company has an assured market in the New England States

for all the coke they can make ; in fact, they are about entering into a contract to deliver 15,000 tons within the next year. The company are desirous, however, of securing a market nearer home. This market, it is thought, can be found within the province, where large quantities of anthracite coal are annually sold. This coke, it is claimed, will entirely displace the hard coal in domestic consumption. The company have also set apart a number of ovens for the manufacture of foundry coke, for which there is a prospective market at the Londonderry iron mines, and at Ferrona, where coke is extensively used in smelting iron ore.

GOOD SITE FOR A SMELTER.

While speaking of coke, it may not be amiss to call attention to the fact that Halifax would prove an ideal site for a smelting works. Cheap fuel, the basis of all manufactures, and an unlimited supply of coke, are here to be had. The shipping facilities cannot be excelled, and as most of the iron ore smelted at Londonderry is mined at Torbrook, in Annapolis county, and has to come within 14 miles of Halifax on its journey thither, which is some 80 miles further, it can easily be seen that if the same ore were smelted at Halifax it would effect a great saving, in the cost of transportation alone, and it can be demonstrated that ore can be manufactured in Halifax at from \$4 to \$5 less per ton than its cost at Londonderry or Ferrona.

THE TAR.

The gas or volatile matter given off by the coal while in process of coking is collected by a large pipe which runs along on the top of the ovens, where are also located the hydraulic mains. Here the gas is forced through water and the tar in the gas being heavier than the water, sinks to the bottom and is removed from here to the tar wells. A certain proportion of the tar, however, still remains with the gas and further provision is made to extract it. At the side of the ovens stands the annular condenser where the gas is robbed of some of its heat which is, in turn, used to heat the air at first forced into the combustion chamber with the producer gas. The gas is then drawn by a system of exhausters into the multitubular condenser, a machine very much resembling an ordinary tubular steam boiler, the tubes of which are filled with water. The gas passes up between these and is cooled to the proper temperature before entering into the second or final tar extractor. As in the first process, the gas is first forced through a quantity of water and finally through a sieve-like apparatus called a basket, which is pierced with minute holes and here the last vestige of tar is removed. It next passes through the cyanide scrubber, a cylindrical machine having a large number

of thin, round perforated iron plates very much resembling a lot of circular saws attached to a shaft which extends horizontally from end to end of the scrubber. This shaft is connected at the end with a small steam engine which causes it to revolve so that when the gas is let in at one end it impinges on the wetted surface of these perforated plates wet with a weak solution of potash water and iron, of which the cylinder is about half filled. Thus the gas is thoroughly mixed with the potash and iron, and the cyanogen in the gas combines with the iron and potash and forms ferro-cyanide of potash. From here, the gas passes through a similar machine called the ammonia scrubber, where it undergoes the same operation, with the exception that water alone is used in this process, and here, every trace of ammonia is taken out. After having undergone these various processes, it is found that the gas still has in it a small quantity of sulphuretted hydrogen and it is, therefore, conducted to the purifying house, where are located four purifiers, each 24 feet square and 5 feet deep. Each purifier contains a number of perforated wooden trays, on which are placed a layer of oxide of iron with which the sulphuretted hydrogen combines. From here, again, it

passes through still another scrubber, called the benzol scrubber, in which the lighter oils are extracted. The benzol scrubber contains dead oil which absorbs the lighter oil, and from which it is afterwards distilled. In these three processes, it yields up about one gallon of benzol, five pounds of pure or concentrated ammonia and about one and one-half pounds of ferro-cyanide of potash, to the ton of coal. It is now conveyed to the second and largest holder, which, like the first mentioned, is built on the Gadd and Mason plan, and holds 300,000 cubic feet of gas. From here, the weight of the holder is always sufficient to force the gas through the company's mains to the place of consumption.

TAUNTON.

EASED HIS CONSCIENCE.

"No," said the old storekeeper, sternly, "I will not do it. Never have I sold any thing by false representations, and I will not begin now." For a moment he was silent, and the clerk who stood before him could see that the better nature of his employer was fighting strongly for the right. "No," the old man cried again, "I will not do it. It is an inferior grade of shoe, and I will never pass it off as anything better. Mark it 'A Shoe Fit for a Queen,' and put in the window. A queen does not have to do much walking."

"The Goods Themselves The Best Advertisement."

So says our esteemed agent, Mr. Peter Bertram, Hamilton, in a letter written us Nov. 5th last, as follows :

"Yours, 30th, is to hand ; in reply would say our experience with S.W.P. has been quite satisfactory. The advertising helped to introduce the goods, and when once used the goods themselves are the best advertisement, and if you keep up the quality of the goods there should be no trouble about doing an increasing business. It is a little difficult to get painters started using S.W.P., they have been so prejudiced against mixed paints, and in mapping out your work for next year we would suggest special attention to developing trade with painters."

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

THE EARLY BIRD AND THE WORM.

It is an old adage, and is likely to be much older yet before it becomes a fossil, that the bird that gets down to business the earliest in the morning is the most likely to secure a breakfast, writes Fred. Woodrow, in Age of Steel. Worms have a habit of changing their locations, and as their movements are not regulated by a time table, they act on their own volition, without consulting the wishes of a robin, or the morning hours of a blackbird. It is just so with other things besides birds and worms. When a man misses his opportunity of bettering himself in body, soul and spirit; in catching a train or securing a contract, the fault was not with the worm, but with the bird, who only arrived in time to find a hole in the ground, and a vacancy of a similar kind in his own good temper and fortune.

The idea that the opportunity is in search for the man is a mistake. The worm is not credited with an intention to visit a sparrow; it is the latter gentleman that presents his card. When a man makes a success of business, it is not due to the fact of the plum falling in his mouth, but to the mouth finding the plum. It is true, that men sometimes stumble on good fortune as they do on a lost watch or gold coin, but with the majority of mankind, if they want a Waltham they have to buy it, and a twenty-dollar gold piece has to be earned before it changes owners. It is so with success in anything. It seldom knocks at a man's door for admission. It takes time, energy, sagacity and shoe leather to find it. It may not always be found even with a lantern, but if it is never searched for, it is as innocent of cultivating your acquaintance as a chicken would be of walking into a pie. The mistake of too many of us is that we take the wrong road to find it. If we go to a sumach

for strawberries, or to a gooseberry bush for apples, we come back again with an empty basket, and many men are doing just the same thing in business. A man invests his money in some line of trade or manufacture. His money is sound and his intentions are just as good. What he sells is first-class, and what he manufactures would stand the test of a microscope. He is as ready for customers as a ripe cherry is for a robin or a pie, but he takes little or no pains to let the public know what good things he has on his shelves, and what handsome returns they can have for their money. Instead of looking after business, he expects business to look after him. The results are what might be expected. The oyster remains in its shell, and the egg in the nest. In these days of business activity, when men are losing sleep and temper in working up a trade, and even a scissor grinder rings a bell, and a fish peddler toots a horn, the man expecting trade to walk into his store or his factory without inviting it there, is apt to have as few callers as Selkirk, and to share the traditional hard times of Job's turkey. No man needs to make his store a hermitage now-a-days. Printer's ink is cheap, paper is not scarce, and advertisements are not all made into pipelights. In return for a reasonable sum, artists, lithographers and publishers can be secured to give their best skill in making an advertisement an ideal of art and attractiveness, and to circulate the same, wherever a postage stamp can carry it. In this agency we have one of the most potent forces of modern trade.

It has wings that never tire, feet that never halt, and a voice independent of paregoric and sore throat. The trade journal has a wider circulation than the Gulf Stream and finds its way where Christopher Colum-

bus or Captain Cook would never spread a sail or set a foot. The man who neglects this agency is as blind to the interests of his business as a navigator would be who neglected a tide, or did not spread his canvas to the breeze. In the present conditions of trade, when languishing interests are reviving, and enterprises once dormant as a chalk egg are waking up like a bee when the sun is warming the primrose and the buttercup, it would seem to be but a matter of common sense for business men generally to square their sails for the coming breeze. In everything else that signifies progress and prosperity, the personal or general betterment of man, the old adage holds good that the early bird catches the worm.

SOLD THE HINGES AT LAST.

A Toronto hardware firm have, according to The Canadian Architect, had in stock for several years a pair of door hinges of decorative design, which, on account of their unusual size, they found themselves unable to dispose of. A month or two ago these hinges came under the notice of an architect who had a house in course of erection in a fashionable quarter, and who saw possibilities in effect which might be achieved by their use. The hardware merchant was glad to get rid of the unsalable articles at less than half the price he had originally put upon them. The architect designed a perfectly plain oak-veneered door, with a small opening filled with fancy glass in the upper part, and placed the hinges upon it. The effect is said to be decidedly unique as well as pleasing. By-the-bye, the builder was obliged to send this door to a piano factory to be veneered, owing to the unusual extent of surface.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts



**TRIALS by ELEY BROS. and
"ROD & GUN."**

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012'68 feet per second.

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

HARDWARE
MERCHANTS

37 West Front Street Toronto

If you want to buy

CUTLERY

SKATES

LANTERNS

... OR ...

COW CHAINS

Write us for our **Illustrated Catalogue**, with prices.

It is the best illustrated list of cutlery ever issued
by any firm in the **Dominion**.

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY

... TORONTO

Graham Cut and Wire Nails are the Best.

WINNIPEG RETAILERS DINE.

THE first annual banquet of the Winnipeg Retailers' Association was held in the Leland on the 18th inst., when over two hundred representative men of the "Prairie City" sat down to a magnificent spread.

After justice had been done to the viands provided with lavish hand by Capt. Douglass and prepared in tempting style by his cordon bleu, the tables were cleared, and the intellectual part of the proceedings was introduced. Before announcing the toast list, letters of regret were read from the Lieutenant-Governor, Hon. Thomas Greenway, Hon. J. D. Cameron, Hon. D. H. McMillan, R. J. Whitla, Geo. Ryan and others. The chairman, Mr. C. H. Wilson, expressed his regret that these gentlemen were not able to be present.

The toasts to the Queen, the Governor-General and Lieutenant-Governor were drunk most heartily.

In reply to the toast of the "Dominion Parliament and Local Legislature," Mr. H. J. Macdonald said: "We ought to be proud of our Dominion Parliament, and I think that all Canadians can be proud of those who assemble in Ottawa to transact the business of the country. The present Parliament is not less competent than the one which preceded it. There is a very erroneous idea that the life of an M.P. is a perfect round of pleasure. Members of Parliament have serious responsibility resting upon them. They must not only express the views of their constituents, but they must also think out to clearness the various questions which arise, regarding the affairs of a great country. The western members have an especially arduous task by reason of the extent of their constituencies and the fewness of their numbers." The speaker then went into lengthy discussion of the St. Andrew's rapids question, stating that he believed this work would soon receive the attention of the Government. On behalf of the Local Legislature, Mr. P. C. McIntyre thanked those present for the hearty manner in which the toast had been drunk. He recalled the very small thing Winnipeg was 18 years ago, and noted the advance made since then, and prophesied great things for the future of the city, situated as it is between an El Dorado on the east and an El Dorado on the west.

Rev. Mr. Johnstone then sang "The Highlandman's Toast," receiving a hearty encore.

In announcing the toast to the "Mayor and Council," the chairman said that they had coupled the names of Mayor Jameson and Ald. Craig, because these gentlemen were both retiring members of that body.

Mayor Jameson, in responding, said the

city had outgrown its infancy, and was now in a position to demand those reforms, such as the improvement of St. Andrew's rapids. He referred in generous terms to the work of Ald. Craig.

Mr. Crosby Hopps, at the close of Mayor Jameson's address, sang "The Death of Nelson," and in response to a vociferous encore, "Highland Mary."

Ald. Craig spoke of the last Council and its record. They might say that the Council in its last moments was undertaking improvements. He would say that what was being done was in good faith, and with sincere desire to forward the city's best interests.

Mr. Deegan, vice-chairman, then took the programme, and called upon the company to drink to the toast, "Commercial Interests," coupling with it the names of Messrs. Fowler and Bole.

Mr. Fowler, who is a past president of the association, made a very neat speech.

Mr. Kenneally rendered a solo in an acceptable manner, and, as an encore, gave "The Sweetest Story Ever Told."

Mr. Bole, replying to the toast, said he believed this country was on the eve of a period of unprecedented prosperity—not a boom, but good, substantial prosperity.

"Our Guests," was responded to by four gentlemen. Mr. Matthewson, president of the Board of Trade, was the first to speak. He said that Winnipeg now occupies the proud position of third city of the Dominion. (Cheers.) The business of this country in his fourteen years' experience had never been in such good financial condition as it is to-day. Mr. Georgeson replied on behalf of the Jobbers' Union, an organization whose only endeavor was to make Winnipeg one of the chief jobbing centres of America. He believed that Winnipeg must sometime be the largest city in Canada.

Mr. Horne replied on behalf of the City Travellers' Association. Mr. Appleton, president of the Trades and Labor Council, said the efforts of the organization were to make Winnipeg a Chicago, without its slums and sweat shops.

In reply to "Winnipeg, Its Possibilities," Mr. J. A. M. Aikins spoke of the rapid growth of the city since he had been a resident. He spoke very eloquently, and his remarks were the cause of much laughter and applause.

Mr. Ashdown replied briefly, referring to his experience of twenty-five years in the retail business.

"The Ladies" was well upheld by the secretary of the association, Mr. J. M. Teichman, who spoke very feelingly of the fair sex.

Another song by Mr. Crosby Hopps

proved very enjoyable and was received with long applause.

HARDWARE AND METAL is indebted to Mr. John Mouat, commission merchant, Winnipeg, for the above report.

PUSH THE BRUSH TRADE.

A BRANCH of the hardware business which at the present time seems to me to be in a state of sleep, is that of brushes, writes F. W. Preston, in Hardwareman. You will observe that in the average ironmonger's business these articles, part and parcel of the ironmonger's stock-in-trade, only receive a secondary place, and are not shoved to the front and pushed, but are kept more as a matter of convenience than as a profitable branch of the business. I have noticed in several towns that the grocer has stepped in and done most of the brush trade, partly by these articles being added to the household wants, and more particularly by his showing and pushing them. I am sure the hardware trade will not wait until the grocer, by this pushing spirit, has wrested the brush trade completely from its hands. Would it not be to our advantage if we tried to regain in some measure our lost ground, for in a short time we shall find spring upon us, when the want of brushes increases. During the time that intervenes between now and spring, may we not take our stock, improve our patterns where necessary, check prices, and fill our shelves and drawers with the season's goods, particularly watching that the stock is kept well, for oftentimes you will notice that the brushes shown from the ironmonger's stock do not look so neat and clean as they ought. Often sales are effected by the very appearance of the articles, especially where you have ladies to please, as in this case. Then again, when spring approaches, set a window apart for a few weeks with a good all-round assortment of brushes (each brush ticketed with the cash price) forming a background with mats, if in stock, mixing some carpet sweepers with the display. Have neat circulars sent round to the neighboring gentry, setting forth your prices and specialties, and put an advertisement in the local paper.



We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

DEFECTS IN VARNISHES.

IN applying oil varnishes to different objects, various defects often make their appearance; these are, in many cases, very obscure in their origin, although painfully obvious in their effects, says a contemporary. The defects may arise through faults in making the varnishes, through defects in the surfaces of the objects which have been varnished, through faulty methods of application or through climatic changes. Cracks and pinholes are often due to climatic changes, especially liable to occur in winter time, when a cold day will follow a hot or warm one. Keeping the object in a warm place for some time will tend to cure this fault, and take care that the varnish cannot get chilled while drying. Peeling, blistering, spots and crawling are defects which may be traced to a greasy nature of the surface on which the varnish is applied. This may be due to the use of bad priming paint, or rubbing the work down with oily rags, or to drops of oil on the surface and not properly removed in the preparing operations. The remedy consists in preventing the application of oily matters to the surface, and to see that they are thoroughly removed. Sagging arises from two causes, a very greasy nature of the surface or from applying the varnish too thickly. The

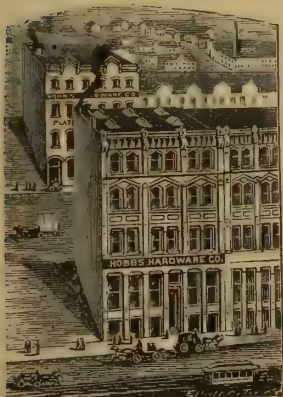
varnisher is tempted to take up too much on his brush, and unless he takes care to spread this well he will leave it too thick, and then sagging or running down may occur. If in the preparatory processes too thick a coat of paint is put on, the varnish may tend to soften this, and then this defect is liable to occur. Sweating and blooming may be due to defects in the manufacture of the varnish, the gums used have not been properly melted, and too much of their volatile constituents left in, or the varnish may have been sent out before it is properly material. Varnishing on a damp surface will also develop these defects. Deadening may be due to faulty preparation of the varnish, but more often it is due to climatic conditions. The varnisher should, if he wants to produce a good job, take every precaution to prevent defects arising—for, in this case, an ounce of prevention is worth a ton of cure. He should see that his varnish is of good quality, that his cans and brushes are in good condition and clean, that the surface he has to varnish is in proper condition, free from grease, dry, and has a smooth surface. He should never attempt a job in wet or damp weather.

AUSTRALIAN GOLD PRODUCTION.

U. S. Consul General Marata, writing the Department of State from Melbourne, on the mint returns for the quarter ended Sept.

30, says that they are of much interest in connection with the gold discoveries in the colony of West Australia. Almost all the gold produced in that colony is brought to the Melbourne mint, and a pretty sure criterion of the progress, or otherwise, of the industry, is furnished. For the first nine months of the current year the mint received only 152,259 ounces of gold from West Australia, against 160,949 last year, a decrease of 8,690 ounces. Taken in connection with the exceedingly unsound boom now in full career at Perth, the capital of that colony, the falling off is an unhealthy omen. It would be unfair, however, to be too pronounced until the gold fields are in proper going order, but there is obviously room for the exercise of a great deal of caution on the part of investors.

As regards the receipt of gold by the mint from other sources it is very satisfactory to note that Victoria has up to the present time supplied 580,330 ounces, against 526,570 for the corresponding period of 1895, and if the same rate of increase is continued the production of the colony for 1896 will be about 775,000 ounces. Imports of gold from New Zealand and Tasmania show large increases, but much less than has been received from South Australia. The total quantity of gold received by the mint from January to September 30 this year is 857,641, against 785,752 for the corresponding period last year.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

LATE A. C. LESLIE.

THE members of the iron trade throughout the Dominion heard with regret of the death of Mr. Alexander C. Leslie, senior member of the firm of A. C. Leslie & Co., Montreal.

Mr. Leslie had been a citizen of Montreal and a member of the wholesale hardware trade for over 30 years. He was born in Aberdeen, Scotland, in 1833, and came to Canada when a child, spending most of his boyhood at St. Catharines, Ont., where he acquired his knowledge of the hardware business. He afterwards went to Hamilton and entered the wholesale house of R. Dusen & Co., one of the largest in the trade at the time, and was manager when the firm sold out in 1866. He came to Montreal in the same year, and commenced business as broker and manufacturers' agent in hardware, iron, steel and metals. He had continued in the same line ever since, representing some of the largest manufacturers in England, Scotland and the United States. The firm's style was changed to A. C. Leslie & Co., and their place of business at 445 St. Paul street, was well-known, both for thorough business qualities and honorable dealings. Mr. Leslie, though a consistent Liberal, took no part prominently in either political or public affairs, his attention, aside from business hours, having been given to his family and to Erskine Presbyterian Church, of which for thirty years he had been a member, and for many years one of the Board of Managers. He was a member of St. Andrew's Society, the Montreal Club, Board of Trade, Commercial Travelers' Association, and in his quiet way took much interest in all their proceedings.

Mr. Leslie had for nearly a year been confined to the house with heart weakness. Last summer he went to England, and on his return seemed much improved; but he was able to attend to business only for a short time afterwards. His last visit down town was on October 6, when he remained a short time in his office.

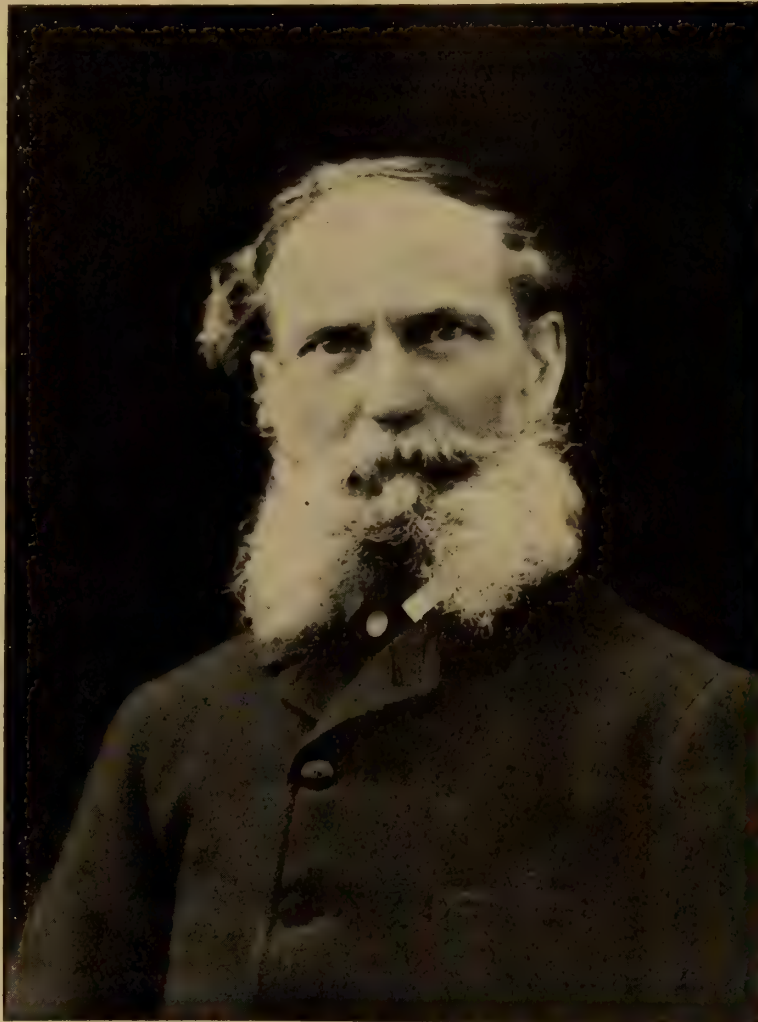
Mr. Leslie leaves, to mourn his death, a sister, Mrs. Beattie, of Madison, Wis., three daughters, Mrs. James MacGillivray, Miss

Margaret and Miss Kate Leslie, and three sons, Wm. S., Dr. Percy C., of the General Hospital, and Forrester B. Leslie, all in Montreal.

The surviving partner of the firm is Mr. W. S. Leslie, and the business will be continued by him under the old firm name and style.

NICKEL IN SUDBURY.

Dr. Selwyn, formerly chief of the Geological Survey, resents the charge that has been made in the press, that the Dominion



A. C. LESLIE.

Geological Survey originally frowned down the idea that there was nickel at Sudbury. He says this is quite unfounded, and adds: "The true history of the discovery of the vein in the cut on the Canadian Pacific Railway, where is now the Murray mine, is well known to me. I examined it and made it known to several persons on the 12th of July, 1884, and in notes under that date I find, 'vein on track forty yards wide, strike 335. Mostly diorite and felsite.' I then spoke of it as the best and most promising mineral vein I had seen in the country."

REPORTED CUTTING IN PRICES.

CUT nails and iron horseshoes have been the subject of many rumors in Montreal during the past week or two. Travelers for jobbing houses out on the road were the originators. They complained to their principals that rival firms had been shading prices on both lines 15c. per package. Naturally, the manufacturers were asked to see that the agreement was observed, and they allege in reply that the stories have no foundation. If this is so, it is difficult to understand how they first arose. In the case of cut nails, owing to the rebate that is allowed off the base price, misconception is possible, but the same does not apply to iron horseshoes, which are sold at a net f.o.b. price Montreal.

One explanation offered for the rumors is that some jobbers may have been selling their customers cut nails at \$2.75 and keeping them in ignorance of the 10c. rebate allowed, but that latterly they have allowed it, which has led buyers to believe that they were getting a cut price. This is all right as far as it goes, reply others, but it does not entirely explain away the stories. The rebate only means a difference of 10c. on cut nails, whereas the accusation is that the shading has been 15c.

A drop of this nature, if it has been made, means that cut nails have been sold at \$2.50, providing the usual rebate was allowed, and iron horseshoes at \$3.35.

The stories have caused an unsettled feeling, and the makers have promised to make a thorough investigation. In the meantime, they stoutly assert that the cost basis at the mills is entirely unchanged.

TRADE WITH GREAT BRITAIN.

The Department of Trade and Commerce has completed a statement of leading Canadian exports to Great Britain during the past nine months, as compared with the same period last year. It shows a considerable increase in British trade. The following are the details:

	1895	1896
Bacon	\$1,672,070	\$2,300,531
Hams	650,727	1,391,540
Oxen and bulls	5,767,768	5,612,699
Wheat	2,106,307	3,751,201
Wheat flour	2,929,795	2,363,078
Sawn timber	2,080,922	2,976,599
Lumber	9,234,552	12,439,046
	\$24,531,542	\$30,824,694

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

We are now ready to talk prices and make contracts for 1897 for the

CAVALIER AND PELHAM BICYCLES

Sole Agents for Dominion of Canada.

Caverhill, Learmont & Co.

MONTREAL.

Sleigh Bells

Back Bells
Body Bells
Shaft Bells
Team Bells
York Eye Bells
Strapped Collar Bells



Write for Quotations.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

BUY THE . . .

"M" BRAND 1896

HORSE SHOES * AND * HORSE NAILS

AND GET THE LATEST AND BEST.

MANUFACTURED BY **MONTREAL ROLLING MILLS CO.**

N. B.—Send for our Horse Shoers' Catalogue.



A MAN GREAT IN IRON AND STEEL.

A MAN great in the iron and steel trade of Great Britain died in Sheffield a few weeks ago. His name was William Daniel Allen, and by his death, The Iron and Steel Trades Journal says, the entire world has suffered a distinct loss.

The name of Bessemer, says that paper, is familiar to everyone, but it is not generally known that Mr. Allen has done more than anyone, probably, to develop the Bessemer process. He was the manager, in partnership with Sir (then Mr.) Henry Bessemer, of the first works for the production of Bessemer steel, and he was largely responsible for the selection of Sheffield as the place where the first works should be established. Mr. William Daniel Allen was born in 1825 at Chalfont, Buckinghamshire, and was educated at a London college. On leaving the latter, Mr. Allen followed practical engineering for some time, and was afterwards employed in the Bessemer gold bronze business. In 1854 he went to America to superintend the erection of some machinery invented by Sir Henry Bessemer for crushing the sugar cane and refining sugar. When Sir Henry Bessemer discovered the process of making the steel called by his name, and experimented upon it in London, Mr. Allen undertook the practical part of the experiments necessary for its development, and assisted in perfecting the Bessemer plant, which practically remains the same to this day.

In 1858 the Bessemer works were established in Sheffield, and Mr. Allen, who was by that time in partnership with Mr. Bessemer, undertook the management. A small plant capable of producing from two to three tons of steel per day, was first erected, and was considered to be an exceptionally large undertaking. The number of men employed at that time did not exceed 20. Since then the works have gradually grown in importance, until at present nearly three acres of ground are completely covered with plant. In the infancy of the process Mr.

Allen had many difficulties to contend with, the most sanguine among the steelmakers of the country characterizing it as an utter impossibility. Amid disappointments which would have crushed ordinary men Mr. Allen, assured of ultimate success, was never disheartened. His prophecies to the effect that the Bessemer process must eventually revolutionize the steel industry have proved true. Among other things, Mr. Allen invented a steel agitator, which is still used by many firms for the perfect mixing of steel in large masses. In May, 1890, the Iron and Steel Institute recognized Mr. Allen's services to metallurgy by presenting him with the Bessemer medal. The remarks of Sir Henry Bessemer at that ceremony may very fittingly be repeated at the present time. He alluded to the time when Mr. Allen, at the age of 15 years, came to him to learn something of practical engineering. "Mr. Allen was with him at Baxter House, St. Pancras, when he (Sir Henry) invented and manufactured bronze powder, an invention which was never patented, but was kept a secret by Mr. Allen and two others for 40 years.

"Mr. Allen was also associated with him during his early experiments in regard to Bessemer metal; and when it became necessary to force the sceptic people of Sheffield, Mr. Allen put all his money into the experimental works which were started at Sheffield, and became its manager. At the end of 14 years, two of experiments and 12 of partnership, it was found that out of a process which Sheffield thought all humbug, 81 times the capital embarked in it was taken out, 100 per cent. for every two months for 12 years. Mr. Allen had latterly devoted himself to making Bessemer steel for a great variety of purposes, and he had been able to produce a steel which he (Sir Henry) knew was being purchased in large quantities by men who did not care to let it be known that they used Bessemer steel." At the expiration, in 1877, of the partnership with Mr. Bessemer in the ownership of the Sheffield works, Mr. Allen made arrange-

ments to take over the concern, and he formed it into a limited private company. Mr. Allen was made chairman in 1889 of the board of the new company (Henry Bessemer & Co., Ltd.) a position which he held until his death.

METHOD OF SELLING SMOKELESS POWDER.

Editor **HARDWARE AND METAL**, — We notice in your issue of the 21st inst. the following: "Smokeless powder is quoted and sold only by the bulk pound, that is, for example, a 10-pound drum, although equal in bulk to 10 pounds black powder, is only 5 pounds actual weight."

We beg to flatly contradict this information. We are agents in Canada for the Schultze smokeless powder, the powder which has the largest sale and is the best known of any smokeless powder on the continent. We buy this powder by actual weight and we sell it by actual weight, and not by measurement.

We hope you will correct the wrong impression that you may have given the trade in your last issue.

Yours, etc.,

H. S. HOWLAND, SONS & Co.

Toronto, Nov. 23, 1896.

TRAVELERS' MUTUAL BENEFIT SOCIETY.

At the quarterly meeting of the Commercial Travelers' Mutual Benefit Society, held in London on Saturday, the following officers were elected for the ensuing year: President, Mr. T. P. Blackwell, re-elected; 1st vice-president, Mr. R. W. Coates, re-elected; 2nd vice-president, Mr. J. M. Logan; treasurer, Mr. W. L. Underwood. Directors—For London, Messrs. John H. Glass, C. W. Nicholls, Alf. Russell, E. R. C. Struthers, F. H. Crabb, Joseph Pocock, J. W. Pennock, W. H. Mohan, M. F. Irwin, T. H. McCurdy; for Toronto, Messrs. F. W. Heath, R. H. Greene, Frank W. Grew; Chatham, Mr. A. E. Merritt; Stratford, Mr. Jas. Dow; Woodstock, Mr. R. G. Bickerton; Hamilton, Mr. A. W. Robertson; Windsor, Mr. Jas. F. Smyth; Ingersoll, Mr. R. H. Cotter; New Hamburg, Mr. J. Ratz; Aylmer, Mr. R. G. B. Moore; Winnipeg, Mr. F. Morton Morse and Mr. T. H. Slater; Oshawa, Mr. E. O. Felt; Sarnia, Mr. Wm. Storey; Brantford, Mr. M. Wilbie. Mr. Alf. Robinson is the permanent secretary.

**Carriage and
Bicycle Makers'**

Japan Coach Colors

MASURY'S. JOHNSTON'S (Bull Dog). CANADA PAINT CO.'S.
Also STANDARD VARNISHES.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

HE CUTS BUSINESS.

I DON'T believe any large advertiser ever cut off his advertising without finding that he cut off his business at the same time, says Charles Austin Bates. If he is spending money foolishly, he may cut down his appropriation 25, or even in some cases 50 per cent., and still do the same amount of business.

I have known businesses where the advertising appropriation was cut down 50 per cent. and the business increased. I think there are a great many opportunities for just this sort of thing in America to-day. There is a great deal of money foolishly spent in advertising.

Money is spent injudiciously. Men go into the wrong papers. Sometimes they go into the right papers the wrong way. Sometimes they spend too little in one paper and too much in another. There are all sorts of ways of making mistakes in doing advertising, and it is not to be expected that a man who is harassed and worried by a thousand other details of the business will be able to go on forever without making mistakes.

The chances are against the business man's being able to do his advertising without spending a good deal of money for which he gets no adequate return. He gives people advertisements to get rid of

them, or to keep them from "roasting" his business. He goes into programmes because the canvasser is a customer of the house. He does all sorts of things that are not advertising, and charges them to the advertising account.

A CUSTOMS DISPUTE.

A press despatch, under date of Ottawa, November 20, says: An interesting dispute over the importation of what is alleged to be mining machinery has arisen between the Lillooet, Fraser River and Cariboo Gold Fields Co. and the Customs Department. Under the tariff mining and smelting machinery of a class or kind not manufactured in Canada is admitted duty free. Under this item, which is usually liberally interpreted by the Department, large quantities of mining machinery have been so imported into the Dominion. The Lillooet Co. is anxious to bring in what is known as an Otto tramway to be utilized for conveying quartz from the company's mines to the concentrator. It is classed by the shippers, a Chicago firm, as "machinery," but the Department can hardly see it in that light. The shippers have made the customary declaration that the tramway is "machinery of a class or kind not made in Canada." The Department, however, holds that it is made in Canada, and quotes the names of three different firms turning such "machinery" out.

TRADE CHAT.

The Dominion Government's Tariff Commission will be in London on December 3. The arrangements for the sessions have been left entirely in the hands of the secretary of the Board of Trade.

A large departmental store will be established in London at an early date by outside capitalists. They have taken the four new stores recently erected on the north side of Dundas street by Mr. Benjamin Higgins.

"Sir," said an irate little man of about four feet eleven inches, to a six-foot man, "I would have you know, sir, that I have been well brought up." "Possibly," was the answer, "but you have not been brought up far."—Tid-Bits.

It is said that President Dillon, of the Travelers' Association, will drop out this year, having served two terms. Prospective candidates are hardly talked about yet, but there will probably be a contest. The nominations take place early next month.—Advertiser, London.

Japan has long been sending agents to different parts of European Russia to establish trade relations with Japan. Arrangements are now being made for the establishment of a direct line of steamers between Japan and the Black Sea.

NEW ARRIVALS. CHRISTMAS GOODS.

Cutlery—Pens, Pockets, Tables and Carvers from Joseph Rodgers & Sons, John Askham & Son, Geo. Butler & Co., H. Boker, etc. Razors—Leading German and English makers.

SKATES—Several thousand pairs just opened out. Write for our special catalogue on Silverware. Beautiful novelties. Special value. Just the thing for Christmas trade.

BOWMAN, KENNEDY & CO. Wholesale Hardware Merchants, London, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Nov. 27, 1896.

HARDWARE.

THE week has witnessed a diminished volume of business, which is quite customary to the closing of navigation. Aside from this fact, the chief item of news is the decline in wire nails, which is dealt with fully elsewhere. This development is no doubt chiefly due to the complications that have arisen regarding wire nails across the lines, and the possibility of them resulting in American competition. At this writing no other alterations are to note, but the manufacturers are still in session here dealing with some other matters.

PLAIN WIRE—Business continues quiet as it was last week. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—Dull and unchanged. We quote: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—The demand for these is fairly good. The makers reduced the basis of sale at a meeting this week. The new discounts are: 75, 10 and 2½ f.o.b. in Quebec, 75 and 10 in Ontario, freight

prepaid where rate does not exceed 25c. per 100 lbs.; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

CUT NAILS—There is a somewhat unsettled feeling in these, but the basis is unchanged at \$2.75 f.o.b. Montreal.

HORSE NAILS—There is a good, fair demand for horse nails, with the discount at 50 per cent.

HORSESHOES—A fair quantity of shoes are moving, while the actual volume of trade is not as great as it was. We quote: Iron shoes, \$3.50; steel shoes, XL 304, \$4.50; ditto o and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—Meet a fair enquiry in a small way.

SCREWS—There is quite a business passing. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

TIRE BOLTS—Continue as last reported, with discount 65 and 10 per cent. off.

BRASS AND COPPER WIRE—A moderate business is doing at 10 to 12½ per cent. discount.

IRON RIVETS AND BURRS—There is a small enquiry for stove bolts. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER AND TINNED RIVETS.—De-

mand for both is somewhat slacker than it was. Discounts are 50 on copper and 65 and 5 on tinned.

ROPE—Demand for rope has ruled rather quiet this week. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CUTLERY—Business has been fairly active in cutlery, but orders have diminished somewhat during the past few days. General assortments of pocket, table, etc., have been chiefly asked for.

SPORTING GOODS—The volume of trade in these continues to diminish.

CHURNS AND CLOTHES WRINGERS—Few orders are noted for either of these lines. Discounts on churns are 70 per cent. and the price on wringers \$26.50.

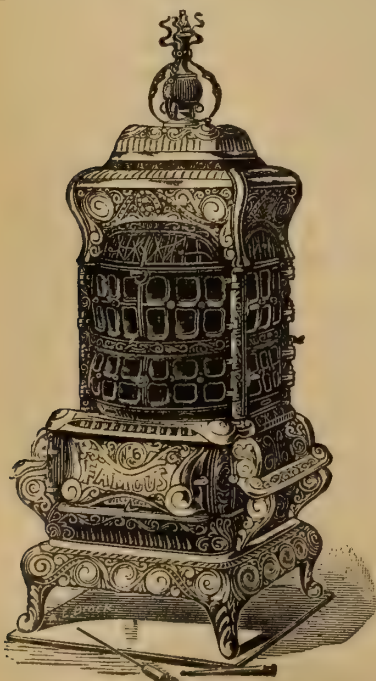
TOOLS—Draining implements have been enquired for, also snow shovels and scoops.

AXES—Orders continue in fair volume, though not individually large. Prices range from \$5 to \$7.

BUILDING PAPER—There is a moderate enquiry for building paper. Prices rule easy. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, \$1.40 to \$1.50.

SADDLERY SUPPLIES—Orders for whips, halters, etc., have been unimportant this week.

WARE—Both granite, plain, iron and tinware continue much the same as they were.



FAMOUS BASEBURNER

The handsomest and best working stove of this class in America. Construction of flues gives it a greater heating capacity than any other.

Entire base radiates heat.

Immense radiating surface secures economy in fuel.

Made in two sizes with and without oven. Oven is made with the flues same as in cooking stove.

Double heater attachments. A triumph of art and utility.

The McClary Mfg. Co.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Clothes Lines
Mining and
Elevators Semaphore
Guys, etc. Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

The Material

We use for the manufacture of our "C" brand horseshoe nails is a superior quality of Swedish charcoal iron nail rods, which are especially selected and made for the purpose. Quality is our first consideration in the material we use. We could not make good horse nails out of cheap stock. The buyers of our "C" brand horse nails can rest satisfied that they are getting the best value for their money, and giving their customers a nail that is bound to satisfy the most critical. Our name and trade mark (the letter "C") is on each box.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

SKATES—Demand for skates has been exceptionally active. Most of this week's orders were for the hockey skate in skeleton patterns.

BELTING—Quiet and unchanged at 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—A fair demand is noted for cement. We quote: English, \$1.90, and Belgian, \$1.80.

FIREBRICKS—Quiet, as noted last week, at \$16 to \$21 per 1,000.

METALS

Business in heavy iron and metals continues quiet. Pig iron shows more strength, having advanced 25c. per ton. The strikes in Wales have stiffened tin plate, while Canada plate is held firmer, and all other lines except bar iron act in sympathy.

PIG IRON—The pig iron market is firmer, and some fair contracts for future delivery were put through this week. Summerlee pig has changed hands at \$20, the first transaction in weeks, and Hamilton brands have been marked up 25c. per ton, with business at the rise involving 300 tons or so. We quote: Hamilton, \$18.25 to \$18.50 for No. 1, and \$17.25 to \$17.50 for No. 2; Ferrona, \$17 to \$17.50; Siemens, \$17 to \$17.50; Summerlee, \$20; Carron, \$20; No. 1 Ayrshire, \$19; Eglinton \$18, and Carnbro', \$18.

BAR IRON—Business was quiet in bar iron, and prices were unchanged at \$1.45 to \$1.50.

BANDS—Domestic band iron continues quiet on the basis of \$1.75.

HOOPS—Hoop iron is held firm, as noted last week, and we now quote \$2.25 as the inside jobbing basis.

SHEET STEEL—There have been only a few lots of this moving. We quote the basis at \$2.60 to \$2.75.

SHEET IRON—There is little business in sheet iron, but prices are firmly held at \$2.50.

TINNED IRON—Continues quiet and firm as last noted, at \$5.75 to \$6 up to 24 gauge.

GALVANIZED IRON—Stocks here are said to be better sorted than in the west, but prices are firmly held and it is doubtful if a buyer could do better than \$4.60 to \$4.65 this week, which is an advance of 10 to 15c.

LEAD PIPE—There is no change in lead pipe which is quoted steady at 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Continues the same at 60 per cent.

PIG LEAD—Firm and unchanged at \$3.25 to \$3.35.

PIG TIN—Steady, with only a quiet trade to note at 15 to 16c.

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC, LEAD, IRON

William Street, Toronto.

Reference :

Imperial Bank; Toronto.

PERFECTION



**HORSE CLIPPERS
TOILET CLIPPERS
RAZORS, ETC.,**

are strictly the very best.

H. S. HOWLAND, SONS & CO.
Toronto.

A Good Varnish Trade Pays...

The only way to get it is to handle Varnish you can be sure of every time—a Varnish that is the same, whether you buy it in Summer, Winter, Fall or Spring. The trouble with most Varnishes is not so much that they are not good, but they are not **ALWAYS** good—they lack uniformity.

Once you get a Varnish from us that suits, you can always depend upon getting the exact same article when you order again.

The Cottingham Varnish Co.

LIMITED

Mfrs Pratt & Lambert Varnishes

Montreal.

INGOT COPPER—Business quiet and unchanged at 13c.

SHEET COPPER—Holders are firm at the advance asked last week, 17c.

IRON PIPE—There is a moderate business passing. Discounts are $\frac{3}{4}$ to $\frac{1}{2}$ inch, 65 per cent.; $\frac{3}{4}$ to 1 inch, 70 and 5; $1\frac{1}{2}$ to 2 inch, 70 and 10; and $2\frac{1}{2}$ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—The firm feeling in tin plate already noted has been accentuated. We quote prices firmer at \$2.45 to \$2.65.

TIN PLATES—The news of the strike in Wales has tended to stiffen holders' views, and prices are very firmly held at \$2.90 to \$3, and charcoals at \$3.40 to \$3.80.

TERNE PLATES—Continue quiet and firm at \$5.85 to \$6.25, as to grade.

SOLDER—There is no change in solder. We quote 11 $\frac{1}{2}$ to 12c.

SHEET ZINC—Some small orders have come forward, and we quote 5 to $5\frac{1}{2}$ c.

SPELTER—Dull and steady at \$4.50 to \$4.75.

ANTIMONY—Featureless, at 10c.

GLASS.

The week has been quieter, as orders were rushed out last week to catch the boats. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

The season is now practically over and business will be quiet for some time. In the English markets linseed oil is quoted firmer and white lead very strong. Locally no changes are to report.

WHITE LEAD—Demand dull. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—No new feature. We quote: Pure, 4c. in casks, and $4\frac{1}{4}$ c. in kegs; No. 1, $3\frac{3}{4}$ c. in casks, and 4c. in kegs.

LIQUID PAINTS—Business has ruled very quiet.

LINSEED OIL—Firm abroad but quiet here. We quote: Raw, 47c., and boiled, 50c. net 30 days; 5 and 10 barrel lots 1c. per gal. less.

TURPENTINE—Quiet and steady at 44c. in single barrels; 5 barrels 1c. less, net 30 days.

SEAL OIL—Firm and unchanged at $52\frac{1}{2}$ c.

CASTOR OIL—Rather stronger, and some fair-sized sales at an advance of $\frac{1}{2}$ c., at $9\frac{1}{2}$ to 10c.

NAVAL STORES—Quiet. We quote as follows: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 7 to 8c. for white;

oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Heavy chemicals have ruled quiet with the close of navigation. We quote: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

PETROLEUM.

There is an active local demand for petroleum. We quote: Canadian, $16\frac{1}{2}$ c. and American 20c., in single barrels; car lots, of course, being had for less money.

HIDES.

Values are firm this week at the recent advance, 8, 7 and 6c., according to grade.

ASHES.

Quiet and unchanged. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

COAL.

This market has ruled quieter, buyers generally having laid in supplies. We quote: Stove and chestnut, \$6; egg \$5.75; Scotch grate, \$6; Scotch steam, \$4 to \$4.50, and Lower Port steam, \$3.75 to \$4.

MONTREAL NOTES.

Wire nails have been reduced materially this week.

The labor troubles in Wales have stiffened spot holders of tin plate.

An advance of 15c. was asked this week on several lots of Canada plate.

English advices state that linseed oil is quoted a little firmer and white lead very strong.

Some large lots of castor oil changed hands between dealers here at an advance of $\frac{1}{2}$ c. The stocks of this oil are very light.

Caverhill, Learmont & Co. have a very well assorted stock of skates this fall. They have been sending out a large volume of orders this week.

Sales of Scotch Summerlee pig iron were made at \$20, an advance of 25c., and the Hamilton and Nova Scotia furnace men are asking the same rise for their brands this week.

ONTARIO MARKETS.

TORONTO, Nov. 27, 1896.

HARDWARE.

If anything, business exhibits a little more activity than it did a week ago. The feature of the trade is the drop in the price of wire nails, the discount on which has been raised to 75 and 10 per cent. The demand for both wire and cut nails is a little more active than it was a week ago. Quite a demand has been experienced dur-

ing the past week for guns and loaded shells. An increased business is reported in such lines as draining spades and scoops. Granite ware and tinware have also been in better request. Payments are fair.

ORDINARY FENCE WIRE—Very little doing. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Quiet. We quote: Tinnings, coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

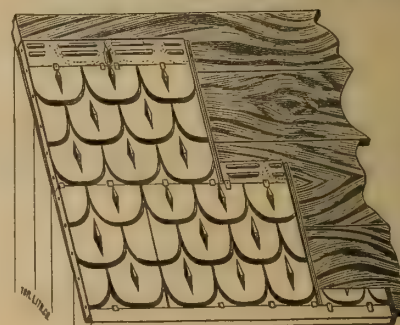
BARB WIRE—Still dull. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

WIRE NAILS—Prices are lower by about 17 per cent.; the manufacturers have decided to increase the discount to 75 and 10 per cent for Ontario and 75, 10 and $2\frac{1}{2}$ f.o.b. Montreal. Trade during the past week has been fair. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and $2\frac{1}{2}$ per cent.; Maritime Provinces, 75 and $7\frac{1}{2}$ per cent.; British Columbia, 75, 10 and $2\frac{1}{2}$ per cent. f.o.b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS—A slightly improved demand is to be noted for this line, orders during the

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of
Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

past week having been a little larger than for some time. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is fair and rather better than a week ago. Discount, 50 per cent.

HORSESHOES—Orders during the past week have been coming in more freely. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Usual demand. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is moderate. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is still quiet. Discount, 60 per cent.

RIVETS AND BURRS—The conditions are much the same as a week ago. We quote: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Trade is quiet. Discount, 17½ per cent.

ROPE—There is not much doing. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—A fair sorting-up trade is being done. There has been practically no buying on Christmas account.

SPORTING GOODS—The demand this week for guns and loaded shells is good.

CHURNS—Trade is fair. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Business is being fairly well maintained. We quote \$26.50 for small quantities.

TOOLS—An increased trade has been experienced in draining spades of all kinds, and ordinary shovels, spades and scoops. Snow shovels are going out freely at \$2.60 to \$2.75.

AXES—A good many small orders are still being received. We quote \$5.25 to \$9.

BUILDING PAPER—The demand is good and prices unchanged. We quote: Plain building, 30c. per roll; tarred lining, 40c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—No falling off in the

YOU may not be aware that we use only pure linseed oil and turpentine in our paint, and that is **ONE** reason why our

Steel Shingles and Siding Plates

... ARE SO DURABLE.

We never use benzine nor fish oil. There are "lower priced" goods than ours, but none "cheaper."

"Coalite," the new preservative for metal, is made only by

Metallic Roofing Co., Ltd. - Toronto.

demand is reported, trade still being satisfactory.

SKATES—A good trade is still being done.

CEMENT—Trade is dull. We quote: Portland, \$2.50 to \$2.75; Ontario, \$1.10.

GRANITE AND TINWARE—A slight improvement has developed in both these lines during the past week.

LEATHER BELTING—Quiet. We quote: Standard, 45 and 10 per cent.; extra, 40 per cent.; agricultural, 55 per cent.

METALS.

While there has been no rush, a nice, steady trade is being done in metals for this time of the year.

PIG IRON—The situation is much about the same as a week ago. Domestic is nominally worth \$15.50 for No. 2 and \$15 for No. 3, in 100-ton lots Toronto.

BAR IRON—Orders are only for small lots. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is being fairly well maintained. We quote \$2.25.

SHEET STEEL—A light improvement in the demand is to be noted. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—Practically the same remarks apply here as to sheet steel. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—Is moving more freely and prices are firm. Gordon Crown, 28 gauge, is quoted at 4¼c., and Queen's Head at 4¼c. Case lots are ¼c. less than the above figures.

TINNED IRON—Still quiet. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge,

\$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE AND TRAPS—Trade in this line is quiet. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Still quiet. Discount, 60 and 5 per cent.

PIG LEAD—A few good sales are reported, but generally speaking trade is quiet. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT TIN—Quantities moving during the past week have been a little larger than they were. We quote: 15 to 16c. according to quantity.

INGOT COPPER—Trade is quiet at 12 to 12¼c.

SHEATHING COPPER—The demand has been fair. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade has been good during the past week. Jobbers' discounts are as follows: ¼-inch, 65 per cent.; ¾ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business continues fair. We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—The demand is not quite as good as it has been, quantities called for not being as large. We quote: \$2.50 for half-polished and \$2.50 to \$3.25 for all-bright, according to quality.

TIN PLATES—Prices are higher on cokes, and some large sales have taken place during the week. We quote: Charcoal, M.L.S., J.R. & Co. or "Famous," I C, \$5; I X, \$6.25; I X X, \$7.50. Good ordinary brands, I C, \$3.50; I X, \$4.25 to \$4.50; cokes, 14x20, \$3; squares, \$3.15 basis; 20x28, \$6 to \$6.25.

COIL CHAIN—There is no special feature to note. We quote: $\frac{1}{4}$ in., 4 $\frac{3}{4}$ c.; $\frac{3}{8}$ in., \$3.70; $\frac{1}{2}$ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—The improvement noted last week has been maintained. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Is moving freely at unchanged prices. We quote: Cask lots, 5 $\frac{1}{4}$ c.; small lots, 5 $\frac{1}{2}$ c.

ZINC SPELTER—Trade quite and prices steady. We quote: Imported, 4 $\frac{3}{4}$ c. in ton lots, and 5c. in smaller lots.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9 $\frac{1}{2}$ c.; other makes, 8 to 8 $\frac{1}{2}$ c.

OLD MATERIAL.

With the appearance of snow peddlers and small dealers put aside their wagon and give up collecting iron for the winter. The result will be felt immediately, and scrap materials all over Canada will become scarce. Prices, no doubt, unless the duties are changed, will improve. For the present mills are fairly well supplied for their immediate wants, but they do not carry 50 per cent. of the stock they used to carry, as a reduction in tariff of the raw material would affect their pockets too severely. Prices of iron are about the same. Rubber has jumped again, and the larger dealers are paying 4c. quite freely. Copper and brass materials have also advanced 5 to 10 per cent., in accordance with the rise in ingot copper, spelter and pig lead. We quote: Agricultural scrap, 45 to 47 $\frac{1}{2}$ c. per cwt.; machinery cast, 47 $\frac{1}{2}$ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 $\frac{1}{2}$ c. per lb.; bottoms, 7 $\frac{1}{2}$ c.; new light, 7 $\frac{3}{4}$ c.; heavy copper, 7 $\frac{3}{4}$ to 8 $\frac{1}{4}$ c.; light scrap brass, 4 to 4 $\frac{1}{2}$ c.; heavy yellow scrap brass, 5 $\frac{1}{2}$ c.; heavy red scrap brass, 6 $\frac{3}{4}$ c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 $\frac{3}{4}$ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

The selection is much about the same as a week ago, business being quiet. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

Trade is a little better than it was on Western Ontario account. Considering it is the middle of November the wholesale trade

UNIFORMITY

Our reputation for 30 years
ANY MAKER can produce
good files
OCCASIONALLY

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.
NICHOLSON FILE CO.
PROVIDENCE, R. I., U.S.A.

NICHOLSON
files are NOT
OCCASIONALLY good;
they are ALWAYS good.

✻ ✻ ✻ They are UNIFORM. ✻ ✻ ✻

have had little cause to complain, and collections are said to be much better than for some time past. In ready mixed paints shipments have been light but fairly numerous. Prices are without change. Dry colors and oxides are sluggish, but colors and paints ground in oil and ground in Japan are in good request. Owing to the unprofitable nature of the white lead trade sales are not being pushed, and the bulk of the orders now received come by mail. A cable received on Monday read: "White lead and orange mineral very strong." A few sales of zinc are reported for finishing up work. Putty is selling briskly. Stains, tubes and enamels are slow. Japans and varnishes are receiving more attention, and the business is encouraging. Fillers, bronze, gold leaf, chamois skins and sponges are quiet and unchanged. The price of turpentine is 2c. lower and that of linseed oil 1c.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32 $\frac{1}{2}$ c.

CASTOR OIL—In cases, 8 $\frac{1}{2}$ c. per lb. and 9c. single tins.

LITHARGE, ORANGE MINERAL AND RED

LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2 $\frac{1}{2}$ to 3c. in barrels and 4 $\frac{1}{2}$ c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 $\frac{1}{2}$ -lb. tins, 8 in case, \$2.35.

COAL.

There has been no change since a week ago. We quote best grades at the International Bridge as follows: Anthracite (egg, stove or chestnut), \$4.46 per net ton; steam coal (exclusive of duty), selected lump, \$1.85; steam lump, \$1.75.

SEEDS.

The market is dull. Alsike is quoted at 6 to 9c. per lb., according to quality. Red clover, \$5 to \$5.50 per bushel, and timothy \$1.25 to \$1.50.

HIDES, SKINS AND WOOL.

HIDES—Are unchanged, with cured quoted at 8 to 8 $\frac{1}{4}$ c. Dealers pay 7 $\frac{1}{2}$ c. for No. 1, 6 $\frac{1}{2}$ c. for No. 2, and 5 $\frac{1}{2}$ c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb skins, 70 to 80c.

WOOL—The market is unchanged. Dealers are paying 20 to 21c. for combing fleece, but offerings are limited. Pulled supers are 20 to 21c., and extras, at 22 to 22 $\frac{1}{2}$ c.

PETROLEUM.

The demand continues active; prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15 $\frac{1}{2}$ c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 $\frac{1}{2}$ c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Wire nails are about 17 per cent. cheaper.

Tin plates (cokes) show another advance.

There has been another advance in castor oil in the primary market, and local dealers' quotations are higher.

A cable received in Toronto on Wednesday read: "White lead, red lead and orange mineral very strong."

Frankel Bros. have erected a new set of offices on their premises at 116 to 130 George street. They are up-to-date and



Perforated Metals

In Steel, Iron, Brass, Copper, Zinc, Tin.

We issue special Catalogues for this line, with full size cuts of perforations.

Manufactured by

The B. Greening Wire Co. Ltd., HAMILTON, ONT.

handsome. The Frankel Bros. are pushing men, and whatever they do they do well.

J. H. Willis, formerly with Hatch Bros., Whitby, has gone into business for himself at Barrie, having purchased the stock of E. Graves, of that town.

UNITED STATES MARKETS.

NEW YORK, Nov. 27, 1896.

PIG TIN—To all accounts the distribution is of very fair total amount, but buyers' operations are conducted in a manner indicating that few purchases are made in excess of what well-defined wants may fully warrant. In the speculative branch of the market there is no sign of really live interest, although 'Change contracts are still relatively lower than actual tin. Under the influence of better London advices values turned slightly for the better, settling at about 13.10c. f. o. b. for round lots, spot delivery, and corresponding prices for ordinary jobbing parcels.

COPPER—Aside from unevenness in speculative prices in London, there is nothing whatever in the way of feature that would tend to even superficially counteract the strong position brought about by the continued heavy consumption in Europe and the fairly good prospects for liberal outlet on this side of the Atlantic in the immediate future. The range of prices is still about 11 $\frac{3}{4}$ to 11 $\frac{1}{2}$ c. for Lake Superior, 11 $\frac{1}{4}$ to 11 $\frac{3}{8}$ c. for electrolytic and 11 to 11 $\frac{1}{4}$ for casting stock. It seemed doubtful, however, that purchases of large lots could have been made at the inside figures.

PIG LEAD—Common domestic was in demand at 3c. for prompt and near future delivery, but only single carloads and comparatively few of them were obtainable. Smelters, as a rule, are asking 3.05c. upward, and offer very indifferently. The demand from consumers has moderated, however, and orders from other sources are hardly as good as they were early in the week. London cable quoted £11 15s. for soft Spanish.

SPELTER—The market remains very firm, with prices on the basis of 4 $\frac{1}{4}$ c. for prime Western, delivered here or at common point, but business is momentarily on a rather small scale. London cable quoted £17 16s. 3d. for good merchant brands.

ANTIMONY—Jobbing sales of ordinary type are fair and prices remain without im-

portant change. Regulus quoted at 7 $\frac{1}{4}$ to 7 $\frac{3}{4}$ c. for Cookson's, 6 $\frac{3}{8}$ to 6 $\frac{1}{2}$ c. for Hall's and 6 $\frac{3}{8}$ c. for Japanese.

TIN PLATE—In this quarter business is slow. Fancy quotations were bulletined from England, but no better demand for foreign plate was experienced here. Sellers continue to offer American plate at more or less "cut" from the manufacturers' quotations, but, to all accounts, they secure no orders of importance in this quarter.

IRON AND STEEL—The various branches of the market remain in rather quiet condition. In fact, there are no evidences of anything more than commonplace business demand, and prices remain quite steady.

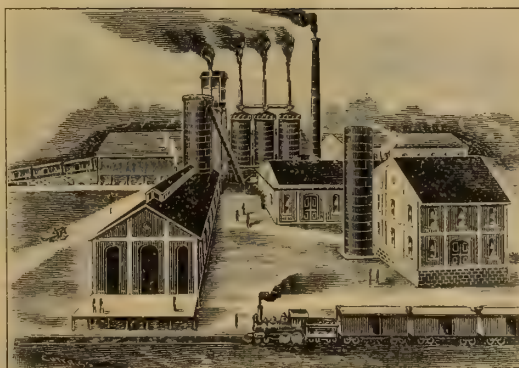
PLATFORMS FOR STOVE DISPLAY.

THE dealer who has his stoves mounted on platforms possesses a number of advantages over the one who does not do so, says Stoves and Hardware Reporter. Not only is it easier for the customer to see into the oven without breaking his back, but the stove looks better and larger. There is still another advantage. When the stove is set on the floor, the legs and base are apt to be wet when the floor is sprinkled in the morning, and will naturally rust unless constantly cleaned. In case a view of the interior of the store is obtained through the windows the stoves are, by means of the platforms, brought fully in line with the vision of the person standing in front. Cooks and cast ranges are generally

shown on platforms running in line with the length of the store. The wooden platforms on which the stoves are shown should be of a height calculated to allow women to get a good view of the top of the stove without difficulty and at the same time examine the oven with ease. If the platform is a foot high it will generally be found to meet both requirements.

The neatest appearing platform is the one painted white, but the paint is easily scratched and marred by the moving of the stoves from time to time and from other causes. For this reason it is best to cover it with oil cloth, protecting it at the corners of the platform by corners of sheet brass. The platforms should be in the form of low tables, mounted on legs. While it would be best, of course, for show purposes, to have the platforms only wide enough for the exhibition of a single row of stoves, economy of space will make it advisable to have them wide enough for two stoves abreast. In the latter instance a platform five feet wide will usually be found to be the right size.

It is hardly necessary to say that the platforms should be kept neat and clean, the stoves well blackened and the nicked parts bright and shining. We have actually heard of dealers who would put stoves on the floor without even taking the trouble to take the nickel trimmings from the oven and adjust them in their proper places. Such carelessness cannot be too strongly deprecated.



**The Hamilton Blast
Furnace Co., Ltd.**

HAMILTON,
Canada.

Manufacturers of

HIGH GRADE

Of...

PIG IRON.

CHEAPER PARCEL DELIVERY.

By SCOTT McKERROW.

"Of all inventions, the alphabet and printing press alone excepted, those inventions which abridge distance have done the most for civilization."—Macaulay.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and an easy conveyance for men and goods from place to place."—Bacon.

TRANSPORTATION is a subject which, in all its different phases, is far too great for me to dwell on, so that in my few remarks I shall confine myself to a discussion of the subject as it affects the conveyance of our small packages of merchandise.

Looking backward over the past few decades to the days when "the horseman," with a bundle on his shoulder (as seen in the trade-mark or official label of our express companies), was a probable representation of the express business of the time, and compare it with the Canada Southern's fast train of fourteen or fifteen cars of purely express matter running daily between New York and Chicago, we have something that would astound a Rip Van Winkle to behold.

If we compare that laughable incident in connection with one of Lever's Irish characters, who stole a bundle of letters, seeking value for his master's money, because he had to pay four shillings for a letter, with England's penny postage or the United States two-cent rate of the present day, we cannot help being struck at the marvelous progress our mail system has made both in efficiency and economy.

We have a money order system to-day which is simple, cheap, safe and popular. We have a parcel-post system which permits of our sending bona fide samples of merchandise and patterns at $\frac{1}{4}$ c. per oz.; or merchandise, open to inspection, at 1 c. per oz.; closed parcels at $1\frac{1}{4}$ c. per oz., limited to 5 lbs. in weight and 2 ft. x 1 ft. in size.

This is good, as far as it goes, but it does not go far enough, as it is only available for parcels containing unbreakable merchandise, there being no facilities whatever for the transportation (by mail), of fragile merchandise. Herein we lack, and in this lack our commerce is retarded.

France has to-day a parcel post system whereby parcels of all descriptions, both strong and fragile, are safely transmitted, there being facilities for their proper manipulation and at the same time having no limit as to size or bulk, as bicycles can be sent in this way, having simply sufficient "franks" pasted on tag bearing the address.

Our express companies carry our larger parcels satisfactorily, but there is, and has been, a long-felt want for a cheaper mini-

mum rate by express than the present rate of 25 cents per package.

Under the present rate it is frequently the case to find packages are sent which are not of greater value, often of less value, than the rate charged.

That a less rate than 25 cents minimum charge is needed, and would pay the express companies, is proven by the case which is now being fought out in the courts between the Dominion and Canadian Express Companies and the National Despatch Co.

Some months ago several employes severed their connection with one of the express companies, and, knowing something of the inner workings of the concern, started a company which agreed to accept and forward small packages of merchandise from $\frac{1}{2}$ to 5 lbs. (on which, separately, the minimum charge was 25 cents with the regular companies) at 5, 10, or 15 cents per package, according to number of packages to be sent. Then, sorting these, at their office, several small packages were made up into larger parcels and shipped to their destination, where they were redistributed by the agent at that point. In this way the express company would charge 40 cents for a parcel that probably contained ten or twelve smaller parcels, which had been accepted by the Dispatch Co. at 10 cents each, so that there was good money in it for the new concern.

Whether we get a lower rate on small parcels from the express companies or a better and safer system of parcel post from the Government, as they have it in France, it matters not, as long as we get it.

It will be beneficial to the country dealer as well as consumer, and at the same time be of great benefit to either postal authorities or express companies in the increased volume of business.

With the country merchants there are often goods asked for which are not kept in stock, and owing to their small demand would hardly pay to stock, but for which the city dealer finds a steady trade. In many of these cases with a lower minimum rate, these articles could be procured, but under the present circumstances, with the express charges added, the price becomes prohibitive and the sale is lost.

Through the advertising medium of our press circulating throughout every town and village of the country, as well as using the mails for the distribution of their catalogues and circulars, many of the large retailers of our business centres are establishing what is known to them as a mail order business, and its influence is far-reaching and acutely felt by the smaller dealer.

The way in which this mail-order business is cultivated clearly shows how great a

value is placed upon it by those who cater for it. It does not require any demonstrating to show wherein the country consumer would benefit by a cheaper express rate, nor is it necessary to show how desirable such a state of affairs would be to our large city stores, who seek a larger market for their goods and who use their influence accordingly.

There are various reasons why the city stores offer better inducements than their country competitors, but the principal reason is that they buy for cash and sell strictly for cash. Then they do a larger business on about the same capital pro rata, not having any money in the country in book debts tied up. They are satisfied with a smaller margin, and turn their stocks over oftener. But there is no reason why a country merchant cannot meet the city dealer on all these points. He can buy and sell for cash, and what he may not be able to get on account of quantity price, he can make up by cheaper rent and running expenses, as well as freight rates as against express rates on general goods.

That a cheaper minimum express rate is one of the events of the near future no one can doubt. It therefore behooves our country dealer to join the ranks of the army of merchants doing business for cash, from whose ranks there are few, if any desertions. And, as in the case of our prairie fires, smaller ones are built to stop the onward march of such a mighty influence, they would do well to adopt these advanced business methods, and therefore forestall a state of affairs that will be the inevitable result of cheaper rates of transportation.

A goodly number of the merchants of Three Rivers are beginning to wake up to the promiscuous mixing up of the various lines of business, and some are asking that a tax be imposed on each line of commerce. For instance, so much on furs, so much on dry goods, on groceries, on tobacco, cigars and pipes. They hope that by this means better supplies will be on hand and less cutting in prices.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

The Knapp & Cowles Mfg. Co., Bridgeport, Conn., U.S.A.

SEND FOR
CATALOGUE of

FULL LINE OF

**Hardware
Specialties**



THE ACME SCREW DRIVER.



THE IDEAL SCREW DRIVER.

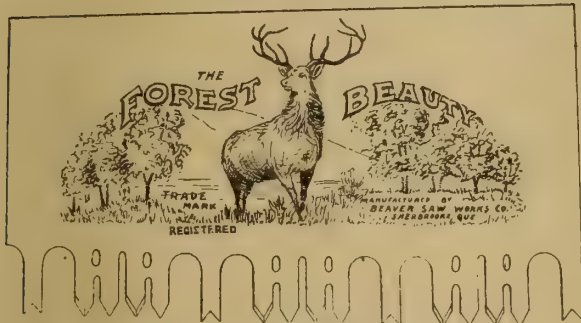
We Make the
Largest Line of...

**SCREW
DRIVERS**

In America.

SCREW-DRIVER BITS, SQUARE REAMERS, FLAT, SNAIL AND ROSE COUNTER SINKS.

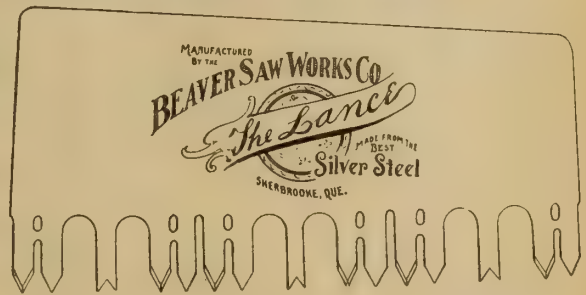
THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc. →



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

It's a Pleasure to Handle these Popular Stoves.

They are unequalled for mechanical excellence and handsome appearance.

The DUCHESS OF OXFORD

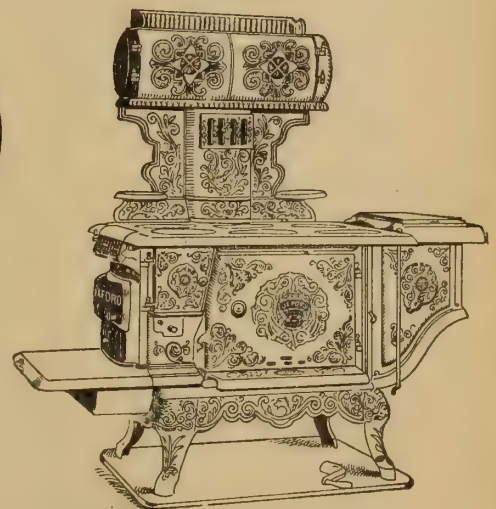
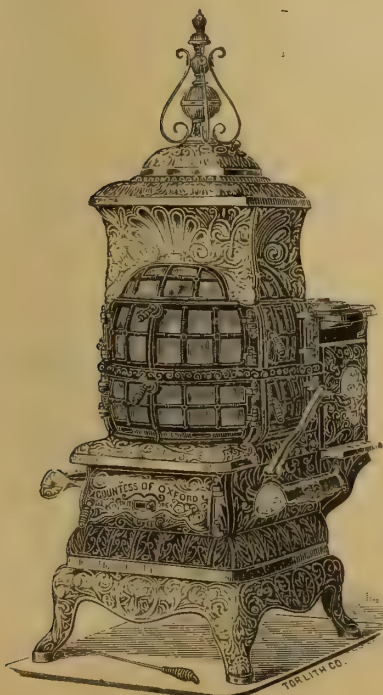
With its celebrated Patent Duplex Flue, is
the favorite kitchen range everywhere.
Made in numerous patterns, with or with-
out Reservoir, Warming Closet, etc.

The

COUNTESS OF OXFORD

With its large mica exposure, handsome nickeled finish, Rotating Fire Pot and Du-
plex Dumping Grate, gives universal satisfaction. In different sizes, with or with-
out the oven.

See Full Details and Prices in our Catalogue.



The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

THE plumbing contract for the new municipal buildings, at Toronto, awarded by Council to the Bennett & Wright Co., Ltd., was signed on Monday by a representative of the firm and Mayor Fleming. The contractors agree to go on with the work until the available funds, \$100,000 in round figures, are exhausted and to finish the work at the contract price when the citizens vote the balance of the money. Work will go on at the buildings right away and employment will be given to a hundred men all winter.

Work in the plumbing and steam-fitting trades in Toronto is dull. The master workmen are now praying for a cold snap. "And we want it to come suddenly and on a Sunday night," remarked an employer.

The Master Plumbers' Association of Toronto met on Monday night last, when the proposed amendments to the city bylaw were discussed at length.

QUEBEC CITY ASSOCIATION.

The president of the Montreal Master Plumbers' Association, Mr. J. Lamarche, and another of its prominent members, Mr. E. C. Mount, have paid the Quebec association a visit, which has brought forth good results. A meeting was called by the secretary, Mr. A. Picard, in the new City Hall, and a goodly number attended. Increased interest is already felt, and it is hoped that every effort will be put forth during the coming winter to place the Quebec association on a good, solid footing.

IMPROVEMENT IN TUBE MAKING.

Some radical improvements have been made during the past few years in the art of steel and iron tube making and in the manufacture of other articles of kindred shape requiring similar operations. These improvements, says Sanitary Plumber, have not been restricted to the United States alone. Other countries have done their share. Among the processes now in opera-

tion is that patented by Erhardt, which has been successfully employed for two years by a large manufacturing house in Dusseldorf, Germany. In a recent report to the Department of State at Washington, United States Consul Mason, at Frankfort, Germany, gives a very interesting report of the Erhardt process. The report is carefully prepared, and will be interesting to our readers, not only as a contrast to the method by which ordinary water and steam pipes are made, but for the general information to be gained by a careful reading of the article. We quote from the report as follows:

Among the most important of recent German inventions in the field of mechanics is unquestionably the Erhardt process and apparatus for manufacturing tubular bodies, which has been patented in Europe and America and has been during the past two years in highly successful operation at the works of the Rhenisch Metalware and Machine Co. at Dusseldorf. The basal principle underlying this process appears not to be entirely new, a somewhat analogous method having been already employed on a limited scale in England, but the machinery and working methods devised by the German inventor are so far in advance of all precedents that his patents, even in the United States (No. 495,245, of April 11, 1893), are fundamental and comprehensive.

The process in question is for making tubes of all kinds, gun-barrels, hollow projectiles, acid flasks, parts of machinery which should combine the utmost degree of lightness with adequate strength—in fact, an indefinite variety of hollow metallic articles—by thrusting a steel core or mandrel through a billet of hot steel, wrought iron or other metal, which is held firmly in a matrix of such shape and calibre as to give the required outward form to the completed object.

In the works at Dusseldorf the mandrels are operated by hydraulic pressure, and are

usually set in a horizontal position, though this is immaterial, the matrices being held in position in massive iron bed-frames and carefully adjusted so that the mandrel, being steadied at the point of impact by firmly fixed guides, shall pierce the exact centre of the billet, and by compressing the yielding metal outwardly into the space between the mandrel and matrix, produce a hollow body the shell of which is everywhere of exact and uniform thickness. Both mandrel and matrix, or either of them, may be round, square, hexagonal or of any other desired sectional shape, so that round, square or otherwise formed tubes may be made with equal facility. Not only wrought iron and steel, but copper and other malleable metals, are worked with entire success by this process, the only requirement being that the blank billet, in the case of each different metal, shall be worked at such temperature as to secure its highest degree of malleability and ductility.

The advantages claimed and apparently already realized by this process are, first, an economy which in case of several leading articles is not less than 50 per cent. over any other method that has been hitherto employed; and, secondly, a definite superiority of quality in the finished article. This superiority results naturally from the conditions under which the plastic metal is moulded by mechanical pressure into the required form.

When, for instance, a gun is made by the old method of forging a solid blank, which is then hollowed out by boring, it may often happen that the firmest and most homogeneous part of the steel at the core of the billet is cut away by the drill, which reveals nothing of the flaws and imperfections that may exist in the interior surface of the barrel. Similar defects may occur in boiler or other tubes made by welding or the other processes ordinarily employed. But by the Erhardt process the solid block of metal is pierced, forced through the matrix, elongated and driven by lateral displacement

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).

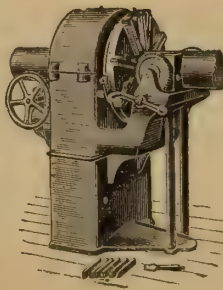
Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St.

Bridgeport, Conn.



into its new form by a steady, resistless power which compresses the metal to a high degree, welds and obliterates every flaw or seam and leaves the interior surface of its bore as the hardest, densest portion of the tube or barrel.

Among the varied purposes to which the process has been applied at Dusseldorf, the two simplest and most susceptible of ready description are the manufacture of sharpnel shells for the German field artillery and steel flasks for containing liquid carbonic and other acids. The problem, in the first instance, is to make by the best and cheapest method a hollow-pointed steel projectile, about 3 inches in diameter by 12 inches in length, the shell of which is about $\frac{1}{4}$ -inch in thickness and of exactly uniform weight on all sides, so as to secure to the projectile a perfect axial rotation when in flight. For this purpose a 3-inch cube of mild steel, heated to cherry red, is dropped into a slot at the opening of the matrix. A touch upon the lever controlling the hydraulic press starts the mandrel, which with one noiseless thrust pierces the billet, drives it through the matrix, draws it out like wax, spreading the pliant metal over the end of the mandrel like the finger of a glove, shoves the end of it into a die, which tapers it to a point, and within two seconds the process is complete.

Similarly, from larger steel billets, acid flasks 4 or 5 feet long by 8 inches in calibre are made and shaped by a single movement of the press, without a seam or flaw, and of such quality than the thin shells sustain an expansive pressure of 250 atmospheres. So superior, indeed, is the work turned out by this method that the German Government has required the principal maker of guns and projectiles in that country to adopt the Erhardt process for the manufacture of such war material as is delivered for the use of its army and navy. The same system works equally well in the manufacture of hollow projectiles of all larger sizes and in making steel cannon tubes of 3-inch, 6-inch and greater calibres. In all these specialties the quality of the product is pronounced by ordnance officers not only superior to that of shells and guns made by other methods, but the economy in cost is said to be fully 50 per cent. Copper tubes of all ordinary sizes and of any length up to 20 feet are likewise made by the Erhardt process, the limitations in respect to diameter, length and shell thickness of the hollow body produced, being fixed only by the size of the machinery and the degree of dynamic force employed.

GALVANIZING IRON PIPE.

In answer to a correspondent, American Artisan recommends the following method for galvanizing iron pipe: "For wrought

iron pipe, the oil or grease on the pipe should be cleared by immersion of the pipe in a long trough of strong lye or soda water and large enough to allow of thoroughly rinsing out the inside by lifting the ends of the pipe alternately so as to let the lye water surge through the pipe. The pipe should then be washed free from the lye with hot water and passed to a pickling bath made longer than the pipe to allow of surging the inside to give the acid pickle a good contact with every part of the interior of the pipe. After leaving the pickling bath, the pipe should be washed thoroughly with hot water, also in a long trough, and then dipped in the muriate of ammonia bath, then placed on hooks in a hot room, tipped up so that the inside will drain and dry. When dry, the pipe should be entered in the long bath of melted zinc, and the ends of the pipe alternately lifted out of the zinc so as to swash the melted zinc through the inside of the pipe, and when finally lifted out should have one end raised quickly and high enough so that the zinc on the inside will run out quickly and make a smooth surface. The washing troughs may be made of wood or iron, as convenient. The pickling trough may be of wood lined with lead with burned joints. The muriate of ammonia bath may be of wood asphalted. If the galvanizing plant is to be a permanent plant all of the wooden baths should have the wood surfaces asphalted. The zinc bath should be made of thick plate iron 17 feet long and at least 2 feet in depths by 18 inches wide, and set so that the heat will traverse the whole length. For pipe work there should be a furnace at or near each end of the trough, with the fire running to a flue at the centre. The iron zinc bath should be set on firebrick piers so that the heat will traverse as much of the iron surface as possible below the level of the zinc. The flue should extend up on both sides of the trough, and the brickwork should close over against the iron sides strongly and be well braced to prevent the sides from bulging."

NOTES.

Hickok & Walsh, plumbers, Montreal, have dissolved.

John Clewes, plumber, Toronto, has assigned to T. E. Rawson.

J. & C. Brunet & Co., plumbers, Montreal, have dissolved. Joseph Brunet continues.

The assets of Savignac, Drapeau & Co., plumbers, Montreal, have been sold at 35c. on the dollar.

A. Demers and Chas. Demers have registered a partnership in Montreal to carry

on business as plumbers under the style of A. Demers & Cie.

The Board of Health at London, Ont., has decided to appoint a city plumbing inspector at a fixed salary.

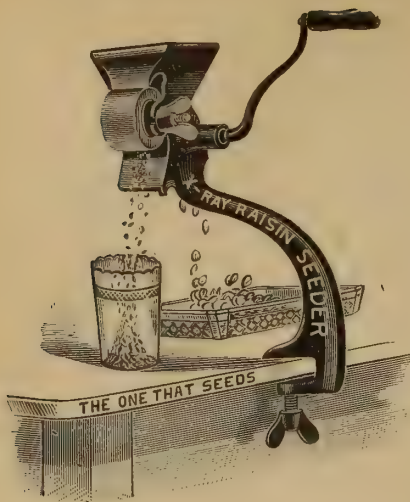
Mr. John Walker has taken out a permit to erect a brick residence on King street, between Rectory and Ontario streets, London. Cost, \$2,000.

INFLUENCE OF POWER DRILLS.

The invention of the power drill, supplemented by the diamond drill and by many inventions for reducing ores, has brought upon the world the grave question which now confronts us as to the further use of silver as a currency—questions that cannot be settled by declamation having its origin in the silver mining states of the Rocky Mountains. When the cost of producing 15 or 16 ounces of silver was the same substantially as the cost of producing one ounce of gold, the two metals could travel together occasionally, but only occasionally, as currency, yet always as bullion upon the ratio of cost. That condition of things no longer exists. To-day an ounce of gold is the equal in cost of labor to 30 ounces of silver. I can only say that the invention of the power drill led me to anticipate a great reduction in the cost of the precious metals, and I thought it wise to select one of them as a standard—a policy justified, as I thought, by the fact that the two metals upon any arbitrary ratio were never at par with each other for any considerable period of time. From the year 1687 to the year 1895 there were never three consecutive years when silver and gold maintained the same ratio to each other, and there were only ten periods of two years each when a ratio was preserved—Age of Steel.

TO INCREASE SKATE SALES.

Of course, writes G. D. Taylor in an English trade journal, this is for the pushing man only; it would be too much trouble for the other sort. Now, I believe a good thing may be done before the frost sets in, or, rather, before the demand usually commences, and my idea is this. Make a good show in your window—fill it if you like—with the very best assortment at your command, and do it now. People are already beginning to think about skates and the coming season, and a good show of skates now is bound to arrest the attention of passers-by. If they do not purchase, they will have it impressed upon their mind where they can purchase to advantage when the time comes. As an inducement to buy now, moreover, just put a notice up reminding the public of the advantage of the present complete assortment to select from, and offer a reduction of 10 per cent. or so. The profit on skates will allow of this very well. A few printed slips on the window containing apt remarks, such as the following, would be good: "Buy your skates now and save money;" "Buy your skates now and have the pick of the new stock." It would be advisable not to forget the repairs and grinding. Advise the public to "get their skates repaired and ground ready for the first frost."



Established 1860.

Incorporated 1895.

X RAY

RAISIN SEEDERS

THE BEST AND CHEAPEST RAISIN SEEDER MADE

Stove Boards, Coal Hods, Fire Shovels, Stove Pipes, Elbows,
Etc.

THE THOS. DAVIDSON MFG. CO., Ltd.,

Montreal

WINDOW GLASS PRICES ADVANCED.

A Chicago paper says: Window glass has advanced 10 per cent. within three days, and an additional advance of 10 to 15 per cent. is the specific object of a meeting of the local jobbers to be held in this city this afternoon. The trade is a unit in declaring that stocks of window glass in this country were never so small as at present, not even during the phenomenal years of 1879 and 1883. In those years there was a long strike, and the factories were shut down for many months.

This is the condition at present, and the workmen and their employers are apparently as far apart as they were when the factories went out of blast last June. The workmen are asking an advance of ten per cent., while the employers insist on a reduction of five to seven and a half per cent. from last year's scale. The manufacturers

say that they can pay no advance in wages and continue to compete with the Belgian makers, while the men contend that the manufacturers' profits at present prices justify all the advance in wages asked for.

Meanwhile, local jobbers can fill orders only on a few sizes, and even in those the supply is small. Two Chicago concerns, which saw the situation early, have practically cornered one of the staple sizes, and the entire trade, both east and west, is now paying them tribute.

TO PREVENT LEAKS IN SLATE ROOFS.

T. M. Clark, in Building Superintendence, says: "The worst leaks in a slate roof come from improper position of the gutters, by which wet snow sliding from the roof is caught and held back. It soon

freezes to the roof along the lower edge, the upper portion remaining free, and the water subsequently running down the slope is caught in a long, deep pocket, in which it rises rapidly until its level reaches that of the upper edge of a course of slates or shingles, over which it pours in a sheet, to find its way into the rooms below. Next to this defect, insufficient flashing in valleys is perhaps the worst. As metal is expensive, the roofer's interest is to save as much of it as possible, and the superintendent must consider the circumstances of pitch and extent of roof surface draining into the valley, and the slope of the valley itself, which should determine the depth which the water will probably obtain in it. In certain cases, where the roofs are large, this may be eighteen inches or more in summer showers, and the only security is to make the valley flashings of corresponding size."

We solicit a trial order for

THE GRANITE

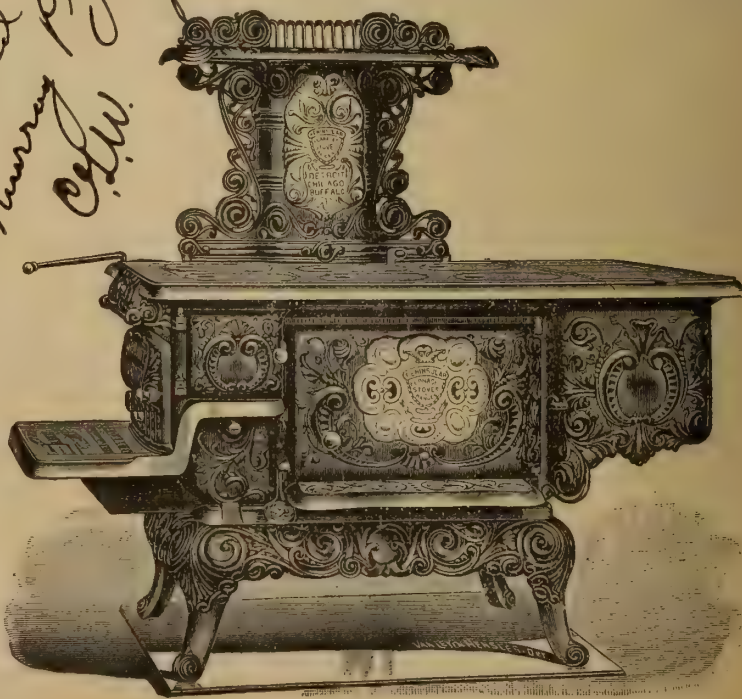
New Steel Oven Range

Every one sent out has resulted in many repeat orders. Sure to be sold as soon as set up. Guaranteed to work perfectly in every respect. Did you receive price list and full information?

Clare Bros. & Co., Preston, Ont.

BRANCHES: MONTREAL AND WINNIPEG.

Makers of Fine Stoves, Ranges, Furnaces, etc.



BALKING THE CYCLE THIEF.

It is eminently suitable that two of the greatest inventions of the century should be combined, says Stoves and Hardware Reporter, but cyclists will view with suspicion the device for preventing bicycle theft which a brilliant would-be benefactor of cyclodom has just evolved. A miniature phonograph is affixed to the bicycle just under the saddle. The apparatus is enclosed in a square box, and the cylinder when put in operation will give forth the words "stop thief" constantly repeated. A wire connects the phonographs with the rear wheel of the bicycle and to put the machine in readiness for operation as soon as the wheels begin to move it is only necessary to push a button. The rider is supposed to do this whenever he enters a building and leaves his wheel outside. If the thief mounts the wheel and rides off, the phonograph commences shouting "stop thief" with all its might, until the miscreant is either captured or leaves the machine in disgust and makes his escape. This is all very well in theory, but the inventor evidently did not take into consideration the possibility of the owner absentmindedly starting off without readjusting the mechanism and thus subjecting himself to ignominy and abuse, the tendency of cyclists, as well as other people, to play practical jokes on their fellows, or the likelihood of thieves providing themselves with the means of taking care of the mechanism before mounting. Any plan to balk the bicycle thief will be welcome, but this plan will not be enthusiastically received.

A SUBSTITUTE FOR SALT.

In Lapland they have no salt, and the bark of the fir tree is used as a substitute, according to an exchange. The Laps peel the bark from the trunk of the tree, carefully remove the epidermis, and then divide the inner bark into quite a number of very thin layers. During the brief but extremely hot Lapland summer the layers are exposed to the sun until thoroughly dried; then they are torn into narrow strips and placed in boxes made of fresh bark taken from other trees. Deep holes are then dug in the sand, and the bark boxes are buried in them, where they are allowed to remain for about three days. The second day fires are made over places where the boxes are buried and kept burning briskly for several hours. The heat penetrates deep into the sand, turns the fir bark a deep red color and gives to it a pleasing taste and odor. Finally the boxes are unearthed, the fir strips are pounded or ground into a coarse powder, and the Laps use it just as we do salt, only much more sparingly, because it is troublesome to prepare.



Guaranteed to be the Best Preservative of Metals. Not Vaseline. Will retain its form in any climate. Not affected by heat or cold. Will NOT grow RANCID. Least required to coat work thoroughly. Use it to protect your tools. Largest Tube and Best Quality. Write regarding this or the best Repeating Rifles to

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best FARMER'S WOOD COOK

"GOOD CHEER"

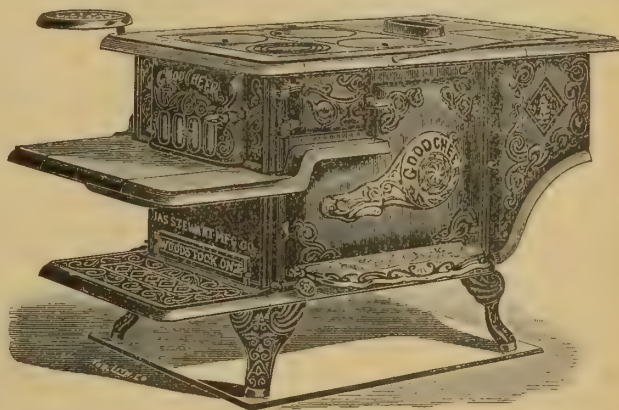
With very Large Steel Oven
(Patented 1895)

Saving Fuel and Baking
Perfectly

A Quick Boiling Reservoir
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),
two sizes Square, two sizes
Reservoir.

Every 'Good Cheer' Warranted



WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A HEAVY ROOMY COOK equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

Represented in Manitoba by J. H. ASHDOWN, Winnipeg.

Just a little better than the best.

McCREADY
... BICYCLES

ARE FITTED WITH THE

FAUBER SINGLE-PIECE CRANK AXLE

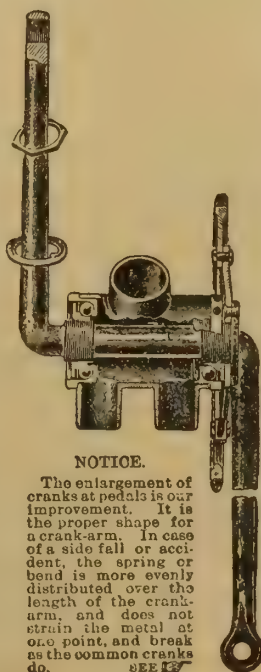
GLANCE AT THIS CUT

And you will see the advantages of this perfect invention—forged from well tempered piece of solid steel—prevents loose cranks—no sharp corners to interfere with clothing—simple but safe adjustment—neat in appearance. There are infringements—beware of them. Our catalogue will tell you more about the Fauber Axle. Mention this paper in writing

The R. A. McCREADY CO., Ltd.

Toronto

Agents wanted in unrepresented districts.



GET IN YOUR RIGHT PLACE.

WHEN we try to do that for which we are unfitted we are not working along the line of our strength, but our weakness; our will-power and enthusiasm becomes demoralized; we do half work, botched work, lose confidence in ourselves, and conclude that we are dunces because we cannot accomplish what others do; the whole tone of life is demoralized and lowered because we are out of place.

How it shortens the road to success to make early a wise choice of one's occupation, to be started on the road of a proper career while young, full of hope, while the animal spirits are high, and enthusiasm is vigorous; to feel that every step we take, that every day's work we do, that every blow we strike helps to broaden, deepen and enrich life!

Those who fail are, as a rule, those who are out of their places. A man out of his place is but half a man; his very nature is perverted. He is working against his nature, rowing against the current, and it is only a question of time when he will fail. When his strength is exhausted he will float down the stream. A man cannot succeed when his whole nature is entering its perpetual protest against his occupation. To succeed, his vocation must have the consent of all his faculties; they must be in harmony with his purpose.

After once choosing your occupation, however, never look backward; stick to it with all the tenacity you can muster. Let nothing tempt you or swerve you a hair's breadth from your aim, and you will win. Do not let the thorns which appear in every vocation, or temporary despondency or disappointment, shake your purpose. You will never succeed while smarting under the drudgery of your occupation, if you are constantly haunted with the idea that you could succeed better in something else. Great tenacity of purpose is the only thing that will carry you over the hard places, which appear in every career, to ultimate triumph. This determination, or fixity of purpose, has a great moral bearing upon our success, for it leads others to feel confidence in us, and this is everything. It gives credit and moral support in a thousand ways. People always believe in a man with a fixed purpose, and will help him twice as quickly as one who is loosely or indifferently attached to his vocation and liable at any time to make a change, or to fail. Everybody knows that determined men are not likely to fail. They carry in their very pluck, grit and determination the conviction and assurance of success.

The world does not dictate what you shall do, but it does demand that you do some-

thing, and that you shall be king in your line. There is no grander sight than that of a young man or woman in the right place struggling with might and main to make the most of the stuff at command, determined that not a faculty or power shall run to waste. Not money, not position, but power is what we want; and character is greater than any occupation or profession.

"Do not, I beseech you," said Garfield, "be content to enter on any business that does not require and compel constant intellectual growth." Choose an occupation that is refining and elevating; an occupation that you will be proud of; an occupation that will give you time for self-culture and self-preservation; an occupation that will enlarge and expand your manhood and make you a better citizen, a better man.

Power and constant growth toward a higher life are the great end of human existence. Your calling should be the great school of life, the great man-developer, character-builder, that which should broaden, deepen and round out into symmetry, harmony and beauty, all the God-given faculties within you.

But, whatever you do, be greater than your calling; let your manhood overtop your position, your wealth, your occupation, your title. A man must work hard and study hard to counteract the narrowing, hardening tendency of his occupation. Said Goldsmith:

Burke, born for the universe, narrowed his mind,
And to party gave up what was meant for mankind.

—Architects of Fate.

NEED NOT FEAR AMERICAN COMPETITION.

IT is estimated by those who are most competent to judge of the actual cost of the manufacture of steel rails that the last contract made by an American firm for the supply to Japan will involve a loss to the contractors of at least £1 per ton. It is not quite clear from the reports whether or not the freight of 22s. per ton had been arranged for the whole of the last two parcels. If it had, we must imagine that the shipping company must have made a serious miscal-

culation, for very soon after the contract was made the freight from the United States to England rose to 35s. or 40s. per ton. If it had not made such further arrangements, the next contract for freight will certainly be at a higher rate than 22s. to Japan, even after making due allowance for the difference usually made between the freight for grain and cotton and that for iron. There is another item to be taken into account, and that is the chances of rejection. The inspector-general in Japan is the sole authority for acceptance or rejection of any parcel or part thereof. He is not bound to assign any reason for rejection, and his decision is final. It is clear, therefore, that the contractors are absolutely at his mercy, and that, unless his favorable consideration can be secured, a considerable loss and delay may occur. Taking all these things into account, we are inclined to think that for some time to come the steel manufacturers of Europe will not have much to fear from American competition in the trade with Japan.—Iron and Steel Trades Journal.

SITUATION WANTED.

AS HARDWARE TRAVELLER OR SALESMAN by a thoroughly competent man. Address JAS. GOWER, Newmarket, Ont. (48)

TRAVELLER WANTED.

HARDWARE TRAVELLER WANTED BY WINNIPEG wholesale hardware house to travel Manitoba, and Northwest Territories. Applicant must be experienced in travelling, and a thoroughly competent hardware man in every respect. Address application with references, stating experience, age, salary expected, to Drawer 1375 Winnipeg, Man. (1f)

MONTREAL ROOFING COMPANY

MANUFACTURERS OF



Improved Steam
Condensing Exhaust
Pipe Heads . . .

For attaching to Outlet of
Pipe above roof. . . .

OFFICE AND WORKS:

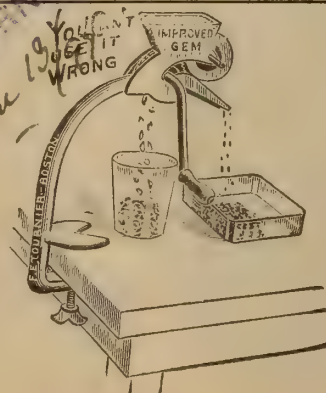
Cor. Latour St. and
Busby Lane

MONTREAL

Gem Raisin Seeder

A simple and cheap machine that never fails to give satisfaction. It can be clamped on the table when in use, and stones raisins perfectly without chopping or tearing them in pieces. Can easily be taken apart for cleaning. Don't miss this seasonable article. It sells on sight.

LAMPLOUGH & McNAUGHTON, MONTREAL



BRIGHT WINDOWS.

NOW that the dark days and long evenings are with us, writes Robert Reeve in Hardwareman, careful attention should be given to the lighting of the shop and windows; and as the hardwareman's window should be one of the most attractively dressed, so also should it be one of the most brilliantly lighted in the town. Whatever form of lighting is adopted, it is essential that it be one of the best, not only as regards its economy in the consumption of gas, but also as to its efficiency in lighting power. Agents taking up the sale of incandescent and other burners would find their sale greatly increased by lighting their own windows with them, and thus do away with any doubt that may rest in the public mind as to their efficiency. No doubt, the thought has often occurred to a customer, when buying a special burner, "Well, if they are as good as you say, I wonder you don't use them in your shop and windows." Outside lamps may often be used with good effect, both as regards lighting the windows and the opportunities they offer as a good advertising medium. I know of no tradesman who possesses greater facilities than the ironmonger for making his shop windows bright and attractive during the long winter evenings, and a very pretty effect may be obtained by using table and floor lamps alight, with various colored globes or silk shades on; and on a cold winter's day what a cheerful and inviting aspect is given to the shop by having a few gas or oil stoves burning, besides which it vastly increases the sale of these goods; and I have often found customers really rather reluctant to leave a warm and comfortable shop. I remember the first season the ruby globe oil stoves were introduced. We did not sell a single one; but the next season we decided to light them in the windows and shop, and we not only cleared out the previous season's stock, but had to repeat orders several times during the winter. This shows, I think conclusively, the wisdom of expending a little time and trouble in having bright windows.

GRAPHITE AS A LUBRICANT.

Some years ago, when Prof. Thurston was connected with Stevens Institute, he made a series of experiments to determine with scientific accuracy the value of graphite as a lubricant. He found that, under the same number of pounds pressure, and traveling at the same rate of speed, the bearings lubricated with Dixon's graphite, mixed with enough water to distribute it over the bearings, did nearly three times more work than the best quality of winter s. erm oil. He also found that when 15 per cent., by weight, of graphite was added to the best quality of lubricating grease, he was able to run the bearings nearly six times longer, at the same high rate of speed.

**BOECKH'S STANDARD****BRUSHES**

The leading brushes and handled by the leading trade of the Dominion.

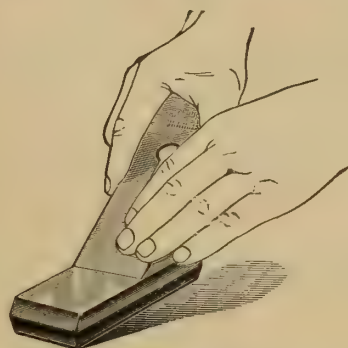
Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

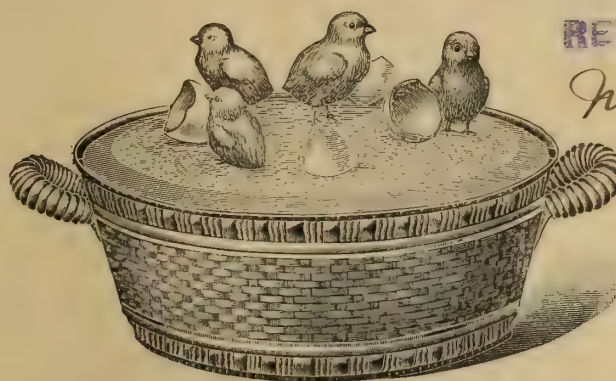
CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.

Emery Specialties

SEND FOR CATALOGUE.

COOKE HARDWARE CO.
Hamilton.


RETURNED

March
1897.

Our line of

Christmas Silverware

Embracing Novelties and Specialties, is very complete.

THE TORONTO SILVER PLATE CO.

Factories and Salesrooms

E. G. GOODERHAM
Man. and Sec.-Treas.

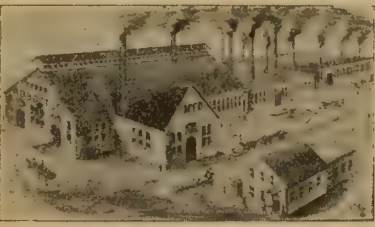


King Street
West . . . Toronto, Can.

Rhode Island Pattern Horseshoes.

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

"Correct" Shape. Quality Guaranteed.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices. Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Sporting Goods . .

Leading dealers in all kinds of

WINTER SPORTING GOODS

COMPRISING—

Snowshoes, Mocassins, Skates,
Hockey Sticks, Punching Bags, etc.

Our **Hockey Sticks** are the finest shapes on the market, and the prices right. We are the leading house on **SNOWSHOES** and our **MOCCASINS** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.
403 ST. PAUL ST., MONTREAL.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.
TORONTO
will bring you
tenders from the
best contractors

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE St. John Nut and Bolt Co., manufacturers, St. John, N. B., have suspended, and a meeting of creditors has been called for Dec. 1st.

K. Krock & Co., general merchants, Reinland, Man., have assigned.

H. G. Turnbull, general merchant, Digby, N.S., is offering to compromise.

Nelson Wilson, general merchant, Allan Park, Ont., is offering to compromise.

P. W. Rimer, general merchant, Klee-feld, Man., has been granted an extension.

J. A. Charron, general merchant, Richmond, Que., has compromised at 33⅓c. on the dollar.

O. M. O'Donnell, general merchant, St. Giles, Que., has compromised at 45c. on the dollar.

D. G. Stewart, general merchant, Lacombe, N.W.T., has compromised at 40c. on the dollar.

CHANGES.

L. Coates, general merchant, Parrsboro, has sold out.

W. M. Hill, general merchant, Humberstone, is giving up business.

Geo. Cook, carriage shop, Carman, Man., has sold out to Oscar E. Hood.

Nelson Willis, general merchant, Allan Park, Ont., is giving up business.

Dalton & Co. general merchants, Carberry, have sold out to J. Fairley.

W. T. Nichols, blacksmith, New Toronto, has sold out to J. W. Rowcliffe.

R. Lindow, general merchant, Fort Saskatchewan, has sold out to L. Moret.

The Hamilton, Chedoke and Ancaster Electric Street Railway Co. has obtained a charter.

Sharples & Co., general merchants, Calgary, have sold out Red Deer branch to Smith & Gaetz.

A. Daoust & Co., general merchants, St. Timothe, Que., have sold out to F. Bayer.

C. A. Desevteaux and J. Loranger have both opened general stores in Yamachiche, Que.

Wm. Thompson & Son, general merchants, Orono, have sold out to G. M. Long.

Henri Provencher has been registered proprietor of John D. Provencher & Cie, paints, oils, etc., Montreal.

Schurman, Clark & Co., coal and lumber, Kensington, P.E.I., have been succeeded by M. F. Schurman.

PARTNERSHIPS FORMED AND DISSOLVED.

R. L. Gaetz, general merchant, Red

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

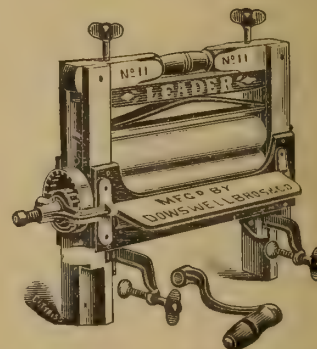
Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and Iron Goods Gas and Electric Light Fixtures

536-542 Craig Street,
MONTREAL.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue,
Bronzes, Alabastine.

327 St. James Street, MONTREAL

The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.

Movements for Bicycle and Door Bells. Send for Dis-
criptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

PATENTS

Promptly secured. Trade-Marks, Copyrights
and Labels registered. We report whether patent
can be secured or not, free of charge. Our fee
not due until patent is allowed. Write for "In-
ventors Guide" and "What profitable to in-
vent." Free. MARION & LABERGE, En-
gineers & Experts, 185 St. James St. MONTREAL.

**THE BEST FARM AND
GARDEN WHEEL-BARROWS**



At Right
Price

J. H. Connor

Manufacturer OTTAWA

.. ISLAND CITY ..

**Paint and
Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

FOR SALE

in the Town of Brockville, Ont., the

FACTORY PREMISES

LATELY OCCUPIED BY THE

W. R. Gardner Tool Co., Ltd.

The Buildings—all of solid brick, and in first-class
condition—are a three-story building, 83 x 40 ft., a one-
story building, 40 x 40 ft., with an extension in rear of
30 x 25 ft., and a separate boiler and engine room, also a
Goldie & McCulloch "Wheelock" Engine, 75 horse power.
85 horse power boiler, 3 inch line shaft about 140 ft. On
the St. Lawrence. Good wharf, etc. Apply to

GEO. WEATHERHEAD, Brockville, or
The W. R. GARDNER TOOL CO. Sherbrooke,
Que.

Deer, Man., has admitted G. W. Smith as
partner, under the style of Smith & Gaetz.

Phillips & Oakley, bicycles, Grimsby,
have dissolved.

Boulton & Co., furniture, Brantford, have
registered partnership.

E. A. Ramsay is retiring from the firm of
Wilcox & Ramsay, general merchants, Vir-
den, Man.

Vezina, Buteau & Proulx, foundry, Vic-
toriaville, Que., have dissolved. J. Vezina
continues.

Vanwart Bros., general merchants, Ham-
stead, N.B., have dissolved. J. E. Van-
wart continues.

R. Hudon & Co., general merchants,
Hebertville, Que., have dissolved. A. R.
Hudon continues.

Hugg & Saunders, pump manufacturers,
Carman, Man., have dissolved. W. B.
Saunders continues.

John McLeod, general merchant, Portage
la Prairie, has admitted his son as partner
under style of John McLeod & Son.

St. Denis & Co., plasterers, Montreal,
have dissolved. N. St. Denis and P. Hetu
have registered a partnership under the style
of St. Denis & Hetu.

SALES MADE AND PENDING.

Price & Shaw, carriage makers, St. John,
N. B., are advertised to be sold out by the
sheriff.

The assets of Desbiens & Brassard, gen-
eral merchants, Pointe au Pic, are to be sold
ist prox.

The stock of J. B. Meloche, general mer-
chant, Papineauville, has been sold at 60c.
on the dollar.

The stock of A. J. S. Atkinson & Co.,
general merchants, St. John, has been sold
to R. C. Peck.

Coles & Sharp, tinware and stoves, St.
John, N. B., are advertised to be sold out
by the sheriff.

The plant, stock, etc., of the Dominion
Stained Glass Co., of Toronto, are adver-
tised for sale by tender.

FIRES.

Matthew Guy, carriage maker, Toronto,
has been partially burned out.

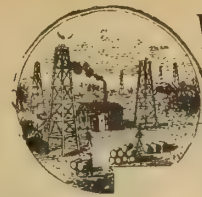
W. Remby, blacksmith, West Dublin,
N.S., is dead.

DEATHS.

W. Bradley, general store, Huntley, is
dead.

Richard H. Barry, of J. Barry & Sons,
general merchants, Morrisburg, is dead.

The following collectors of Customs have
been appointed: Mr. R. O. Fish, Berlin;
Mr. Alex. Brownlee, Barrie; Mr. J. H.
Fraser, Wallaceburg.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon



**BROOM AND CORDAGE
WORKS.**

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web
and Rope Halters, Rope Cattle Ties,
Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIC IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

**HUB BORING
MACHINES...**

This machine shapes and sizes
the hole in the hub automatic-
ally. They are easier run-
ning, and do more and better
work than any other.

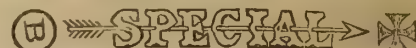
A. B. Jardine & Co.,

HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over **ONE HUNDRED YEARS** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their



Brand as being the most perfect **Extra Hollow Ground** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

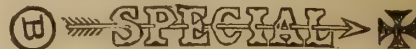


WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Nov. 27, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X., " 6 25
I.X.X., " 7 50
J. R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X., " 4 75 5 00
I.X.X., " 5 75 6 00
I.X.X.X., " 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X., " 4 50 4 75
D.X.X., " 5 75 6 00
NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes 3 00
I.C., special sizes 3 15
20x28 6 25

Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.C., Terne Tin 8 00
I.X., Orion 8 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
14x60, " } 0 05½ 0 06
14x65, " }
Tinned Sheets.
72x30 up to 24 gauge. 0 06 0 06
26 " 0 06½ 0 07
28 " 0 07¼ 0 07½
Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs 1 65
Refined " 2 35 2 65
Horse Shoe, " 2 60 2 75
Band " 2 25 2 35
Hoop " 2 25 2 35
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50 2 65
Tire Steel " 3 00 3 25
Machinery " 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07½
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35

¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 25 2 30
Half polished 2 50
All bright 2 50 3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.; ½ to ½, 67½ p.c.; ¾ to 1 in., 70 and 5 p.c.; 1½ to 1½, 70 and 10 p.c.; 2 in., 70 and 10 and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots:
Per lb.
16 gauge 0 04½ 0 04¾
18 to 24 gauge 0 04½ 0 04¾
26 " 0 04½ 0 04¾
28 " 0 04½ 0 04¾
NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" 5-16 " " 4 75
" ¾ " " 4 00
" 7-16 " " 3 75
" 1 " " 3 25
" 9-16 " " 2 95
" 5 " " 2 85
" 3 " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards. 0 13 0 50
Jack chain, double, per doz. yards. 0 15
Jack chain, brass, single, per doz. yards. 0 20 10

Copper.

Ingot.
English B. S., ton lots 0 11½ 0 12
Lake Superior
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. 0 20 0 22
round and square
1 to 2 inches. 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 0 25 0 27
Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
35 to 45 " 0 15 0 15½
50 lb. and above, " 0 14½ 0 16
Boiler and T. K. Pitts.
Plain Tinned, per lb 0 21
Spun, per lb. 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
heets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05¼
Part casks 0 05½

Lead.

Imported Pig, per lb 0 03¼ 0 03½
Domestic, per lb 0 02¾
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half Per lb. Pe
Standard 0 12½ 0 13
Wire 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb. 0 08 0 08½

Anti-Friction Metal.

"Beaver" brand Per lb. \$0 20

White Lead.

Pure, Assoc. guarantee, ground in oil. Per cwt.
25 lb. tins, Standard Quality. \$4 50 4 75
No. 1 do 4 25
No. 2 do 4 00
No. 3 do 3 50
Brandram Bros. Genuine 6 00
Decorative 5 75
No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.)
James' genuine 5 75
No. 5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon. 1 00
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
Umber, " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre ¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 90
Extra " 0 85
Brown Japan " 0 85
Brown Japan, Turpentine, p.g 1 30
No. 1 Carriage, per gal. 1 00 1 20
Gold Size Japan, " 1 95 2 15
Pure Orange Shellac 13 0
Hard Oil Finish 11
Oil Shellac 2 35
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 47 0 48
Boiled, per gal 0 49 0 50
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 42
1 to 4 0 43
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 08½ 0 08¾
Small lots 0 08½ 0 09

Cod Oil.

Cod Oil, per gal. 0 50 0

Glue.

(In bbls.)

Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 30 and 5 per cent.
Rim Fire Pistol, dis. 45 p.c. Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Rival and Nitro, 17 p.c.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.
Wads.—Baldwin's

per lb
Best thick white felt wadding, in ¼-lb bags. 1 00
Best thick brown or grey felt wads, in ½ lb. bags. 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges. 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each 8 gauge 0 25

hemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Steam's, per dozen	13 00	20 00
Adjustable Steam's, each	5 50	6 50
Posthole, Vaughan's, each	1 35	1 60
Excelsior, Jennings, discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	4 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 0
Copper, discount, 40 and 10 p.c. off revised list.		
teel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 60 to 62½ per cent.		

Door.

Gon Sargent's	5 50	8
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 66½ per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	1 25	3 00
----------------	------	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 60 per cent.		

Belting.

Extra, 40 and 10 per cent.		
No. 1, leather, discount 60 per cent.		
Standard, 55 per cent.		
Agricultural, 65 and 10 to 70 p.c.		

Bench Stops.

Per doz.	5 00	6 00
----------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike per gross	2 25	5 20

Blind Rollers.

Annex, per doz.	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis., 65 and 10 per cent.		

Stove, dis., 60 and 10 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

e, with augers, each.	5 00	7 50
-----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis., 12½ p. c. revised list.		
--	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
--	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross.	9 00	10 00
Sardine Scissors, per doz.	3 75	4 50

Card.

Horse, per do	0 60	1 00
---------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
" World, "	21 75	
" Dairy, "	24 00	
" Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 75	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz.	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
Steel, net.	3 00	

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

nadian dis. 25 per cent.		
--------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz. (15 p. c.)	2 00	
Coil, per doz	0 88	1 60
English per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
tandard, dis. 47½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
---	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 28	33, each	1 65 2 40
-----------------	----------	-----------

GLASS.

Double Diamond.	Per 100 ft.	
17C	1 70	
18C	2 40	
19C	3 40	
20C	4 40	
21C	5 40	
22C	6 40	
23C	7 40	
24C	8 40	
25C	9 40	
26C	10 40	
27C	11 40	
28C	12 40	
29C	13 40	
30C	14 40	
31C	15 40	
32C	16 40	
33C	17 40	
34C	18 40	
35C	19 40	
36C	20 40	

Window.**Box Price.**

Window Box Price	Star.	Per 50 ft.	Per 100 ft.
	1 20	1 25	2
		1 35	2
			3
			3
			3
			4

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent.
 Christie, \$7.00 net.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 5 2½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 A glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 1 75 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00
 American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 32½ p.c.
 German, 15 per cent.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
 1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 75
 40 dy. 2 80
 30 dy. 2 85
 20, 16, and 12 dy. 2 90
 10 dy. 2 95
 8 and 9 dy. 3 00
 6 and 7 dy. 3 15
 2. American pattern only—
 From 4 to 5 dy. 3 35
 3 dy (lath) 3 75
 3. Canada pattern only—
 From 4 to 5 dy. 3 25
 3 dy (lath) 3 65
 3 dy, A.P. fine. 4 35
 Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 75 and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
 Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16½
 Carbon safety " 0 18 0 00
 Canada w. w. " 0 18 0 00
 American w. w. " 0 00 0 21
 Pratt's Astial. 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.
 Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle, " 0 22 0 33
 Screw, " 0 27 1 00
 Awning, " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tinnners' solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 1 75 01½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 02½ 0 02½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03 0 03½

RAKES.

Cas' steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Waile & Butcher's, " 3 60 10 00
 Arbens, " 9 00 18 00
 Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 and 10 per cent.
 Iron, dis. 60 and 5 per cent.
 Tinned and black rivets, 60 and 5 per cent. to 65 and 5.
 Burrs, iron or steel, 50 and 5 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8½
¼, 5-16, ¾ in.	6¾	00 9
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 60 1 00
 " N.P., per set. 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37½ 40 per cent.
 Kempshell's, dis. 40, 62½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50
 Solid, " 1 25

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Disston's, dis. 12½ to 15 p.c.
 S. & D., 40 to 40 and 10 p.c.
 Crosscut, Disston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c. and 10.
 Wood, R. H., " dis. 75 and 10 and 10 p.c.
 " F. H., brass, dis. 72½ and 10 and 10 p.c.
 " R. H., " dis. 72½ and 10 and 10 p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 " iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., jappaned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, jappaned, 80 p.c.
 " N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 " jappaned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black, " 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme, " 3 00 5 00
 Lock, Andrews', " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

	gross.	½ gross.	doz.
Tea spoons, per gross.	7 50	12 00	
Dessert, " "	21 00	00 00	
Table, " "	30 00	30 00	
Dessert Forks, " "	24 00	00 00	
Medium " "	27 00	00 00	
Table " "	36 00	00 00	

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 to 65 and 10, revised list.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 2 85 3 10
 Wrought iron, dis. 80 to 82½ p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	½ gross.	doz.
Scientific Stove Pipe			
Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each.			6 00
Scientific Furniture Polish	12 00	1 25	
Scientific Carriage Top Dressing, ½ pints.		2 00	
Scientific Carriage Top Dressing, pints.		3 50	
Scientific Enamel Paints	1 50		
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb. 0 28 0 60
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador, " 0 00 0 13
 " Axe, " 0 00 0 15
 Turkey, " 0 00 0 50
 Arkansas, " 0 00 1 50
 Water-of-Ayr, " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind, per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue 66½
 Trunk tacks, black 60
 " tinned 66½
 B.B.B. iron carpet, blued, 60
 " tinned 66½
 B.B.B. iron carpet, bright or blued (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk), 45 to 50 p.c. (in dozens, 1 to 6 oz.) 40
 " " (in dozens, 8 to 24 oz.) 35
 " " ½ weights 45
 " " tinned 45
 Swedes, cut tacks, genuine, blued and tinned. 52½
 Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66½
 Swedes, carpet, gimp, lace 35
 brush, blued and tinned. 40
 Zinc tacks. 35
 Copper tacks and nails 60
 Leather carpet tacks 30
 Trunk nails, black and tinned. 65
 Clout nails 66½
 Cigar box nails 45
 Lining nails in papers 10
 " " in bulk 15
 " " solid heads, in bulk. 42½
 Saddle nails in papers. 10
 " " in bulk 15
 Tinned capped trunk nails 15
 Double pointed tacks, discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather 5 50 9 75
 Chesterman's, each 0 90 2 85
 " steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 5

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
 Jappaned, prices on application
 Pieced, prices on application.

TRANSMO LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p.c.
 Game, H. & N., P. S. & W., 65 p.c.
 Game, steel, 72½ p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 00
 Brade's " 5 00 10 50
 S. & D., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each 0 00 4 50
 Coach, each. 5 00 7 00
 Peter Wright's, per b. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13

WASHER CUTTERS.

Per doz. 4 00
 Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12½ p.c.
 Copper Wire, 12½ p.c. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05½ 0 06
 Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

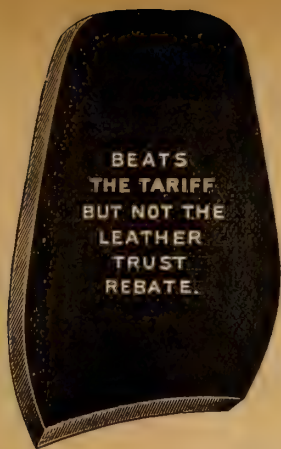
WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart. 2 85 3 00
 Galvanized, 4 barb, 4 and 6 inches apart. 2 85 3 00
 Galvanized, plain twist, all. delv'd. 2 85 3 00
 Plain twist. 2 85 3 00
 Steel Staples 2 85 3 00
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
 Painted Screen, per 100 sq. ft. 1 50

WRENCHES.



You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER
SCHENKELBERGER
& COMPANY**

350 Congress Street, Boston
50 Tabernacle Street, London

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

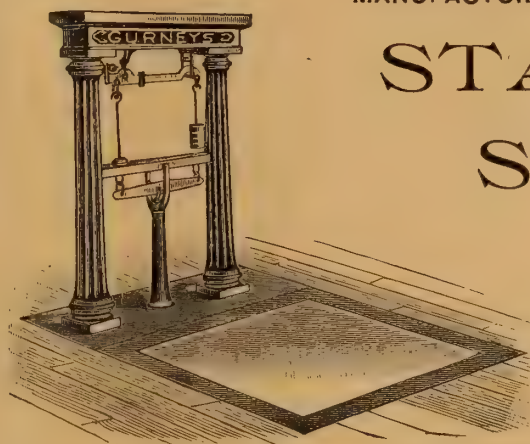
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.

- Before the first Ontario railway was built,
- Before the first ocean steamer arrived,
- Before postage stamps were used in Canada,
- When £ s. d. was Canadian currency,

E. B. Eddy's Matches

Were known throughout Canada,
as they are now,
as the best matches made.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Headquarters for . . Paints and Varnishes

::: WE MANUFACTURE :::

Bath Enamels.
Bicycle Enamels.
Blackboard Paint.
Boat Varnishes.
Bridge Paint.
Colors, Dry.
Colors in Oil.
Colors in Japan.
Colors in Water.
Colors, Liquid.
Copper Paint.
Carriage Top Dressing.
Dipping Paints.
Dry Colors.
Dryers, Electric.

Dryers, Patent.
Enamels.
Fillers, Dry, Paste and Liquid.
Floor Paints.
Gold Paint.
Graining Colors.
Ground Colors.
Japans, Baking.
Japans, Black.
Japans, Radiator.
Lakes.
Lacquers.
Mixed Paints.
Ochres.
Oxides.

Oil Stains.
Paint Reducers.
Priming Paints.
Putty.
Roofing Paints.
Rough Stuff.
Shade Makers' Colors.
Shellacs.
Umbers.
Varnishes, Agricultural.
Varnishes, Boat.
Varnishes, Carriage.
Varnishes, Damar.
Varnishes, Finishing.
Varnishes, Harness.

Varnishes, Leather.
Varnishes, Piano.
Varnishes, Rubbing.
Varnishes, Polishing.
Varnishes, Reed.
Varnish and Stain (Combined).
Varnish Reducers.
Vermilions in Oil.
White Lead.
Water Stains.
Wall Finish.
Yellows, Dry.
Yellows in Oil.

If fact, **EVERYTHING** the painter uses, from the Dry Color to the finishing coat of Varnish, therefore we cannot be deceived by adulterations, and we know "where we are at" when we make claims for our productions.

The James Robertson Co. Ltd., 263-285 King Street West, Toronto

Telephones 819 and 1511.

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, DECEMBER 5, 1896

No. 49



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

LOYALTY

SCARCELY less marked than the loyalty of all true Canadians to the Queen's sceptre, is that of the Canadian iron-worker to Queen's Head Galvanized Iron. Another proof that Canadians know a good thing when they see and test it.

Largest Manufacturers under the British Flag

Are you getting there? If not, try the "Safford" line; it's the surest for all runs, saves time—not necessary to stop over—to take out long bolts or experiment with weak sections—the "Safford" plows past and over cheap constructions.

"Safford" KING OF Radiators

The only Radiator in the world made without bolts or packing. Guaranteed to last forever.

225 sizes—every style and shape.

MADE ONLY BY

THE

TORONTO RADIATOR MFG. CO.

Radiators

Without Bolts or Rods
—Our Game—

Limited

.. Toronto, Ont.



...SKATES...

XX

HOCKEY

SKATES

STICKS

PUCKS

BOXING GLOVES.

WEATHER STRIP.

Write Us For Prices.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

... TORONTO

Heavy Copper Tea Kettles



BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO.

K_{EMP} M_{ANUFACTURING} C_{OMPANY}

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

... Makers of ...

“DIAMOND” STEEL WARE .

“GRANITE” STEEL WARE

“WHITE” STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, DECEMBER 5, 1896

No. 49

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and

TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

ADVANCE IN TIN PLATE.

IT is unusual for Montreal dealers to make any large importations of tin plate or other heavy material after the close of navigation. This year, however, they have been caught short and forced to do so. Several of the largest consumers of tin plate ordered heavily recently, the quantity of stock involved mounting up among the thousands of boxes. This was an unusual action on their part for the season of the year, and it has developed the fact that stocks of tin plate are much smaller than anticipated. As a result of this, jobbers caught short were compelled to contract for a large quantity for delivery around the first of the year. These goods will cost considerably more laid down than the present ruling cost of stock ex store, for the reason that they will be subject to the new winter freights. The nature of the advance in these, given in **HARDWARE AND METAL** some time ago, makes this fact very evident. As a result of this shortage in stock, prices are very firm, not only on tin, but on Canada and galvanized plates as well, and the prediction is made that even with the goods that have been ordered for future delivery there will hardly be enough to go around.

The strike among the workers in Wales is another influence in favor of firm prices. Advices this week state that compromises have been effected by splitting the difference between the masters and the men. That is, where 10 per cent. advance in wages was demanded 5 per cent. has been allowed. This means so much extra cost.

NOVA SCOTIA HARDWARE ASSOCIATION.

THE Nova Scotia Hardware Association has moved and had a being for nearly two years. Now it is dead. This is to be regretted. During its existence the association has been a source of strength to the various wholesale and retail hardware merchants in Halifax. Meetings were held, at which matters of importance to the trade were discussed, and the associating together of representatives of the various firms made points of difference easy of reconciliation—members became more pliable, so to speak. They felt they were working in a common interest and for mutual benefit, and were more willing to give and take. Besides that, owing to a scheme or "black list," the result of careful study and much pains on the part of ex President Stairs, "bad pays" were easily recognized, and in this alone the association fully compensated its members for any trouble they were put to.

The collapse of the institution is due to divers causes and numerous reasons. When the association was first formed the meetings were held in the Halifax Hotel, but some of the members objected to this on account of the close proximity of the bar. At the same time there was an objection to members smoking at the meetings and out of respect for the objectors smoking was prohibited and the meetings were thereafter held in the Bedford Chambers. Instead of holding the meetings in the evenings, as in the first case, they were held in the afternoon.

Gentlemen who were instrumental in or-

ganizing the association say it was the intention to run it on the American plan, i.e., the meetings to be of a social as well as a business character, and the monthly meetings to be augmented by a little supper. But all the members did not see eye to eye, and the social feature was wiped out, and the meetings partook somewhat of the character of a meeting of bank directors. The attendance fell off. Irregular meetings followed, and to put on the finishing touches one hardware firm made a complaint that the others were not living up to the letter of the rules of the association. They stepped out. That broke the band that cemented the association, and its demise followed.

Shall it be resurrected? It is to be hoped so. Among our hardware men are many broad-minded citizens. The hardware merchants of the city of Halifax are among the leaders in trade and commerce in the city by the sea. They are all men of honor and stability. Some have their peculiarities, but at the same time the same individuals have their counterbalancing fine points. It is to be hoped President Briant will not allow the association to be entirely snuffed out while he has such excellent material to keep it alive.

GLUE IS STIFFENING.

A feature of the glue market this week is the notable advance in general prices abroad. Both American and German glues have gone up in price from 10 to 20 per cent., according to quality.

It is almost impossible now to get stocks of cheap American glue. An idea of the situation may be gathered from the fact that German glues, which were obtainable by jobbers at this season last year for 7c. per lb., are now held at 8¾c.

These advances in quotations to jobbers mean higher prices to the retail trade, and, of course, to the public.

DEVELOPING OUR EXPORTS.

THE Montreal Board of Trade, at a meeting held on Wednesday of last week, considered a draft of suggestions reported by its special committee who were appointed to consider the best means of extending Canadian trade in foreign markets. The committee were: John McKerrow, chairman; Chas. Chaput, Jas. Crathern, David McFarlane, W. M. McNally, Henry Miles and Wm. Nivin.

The queries to which the Minister of Trade and Commerce asked answers were:

1. Whether you have to report any material alterations within the past year in the quantities and values of the principal articles now exported from your section of the Dominion to other countries.

2. Whether in your opinion the traffic in any of these articles could readily be increased, and if so, in which classes and to what countries.

3. Whether there are any other articles which you consider might be exported to advantage, and if so, which and to what markets.

The committee sent out this circular to a number of members, obtained many replies, and submitted the following suggestions as a result of their investigations:

1. The deepening of our canals to a uniform depth of 14 feet.

2. The broadening and deepening of the channel between Montreal and Quebec to enable steamers of the largest and most modern type to come up to Montreal with safety.

3. The improvement of the railway service to the wharves, thus lessening the cost of handling between railways and steamers.

4. A complete and comprehensive system of refrigeration on land and sea, which we believe will vastly increase the exports of all kinds of produce, such as butter, cheese, apples and other kinds of fruits, eggs, meats, etc.

5. Our merchants feel the necessity of greater knowledge of the wants and requirements of other countries, and believe if this could be furnished exports would follow in many quarters not now touched by our people, and we suggest that consular reports be obtained, such as the British and United States Governments now obtain from their consuls.

6. To enable our manufacturers to export their products, a rebate equal to 90 per cent. of the duties paid be refunded on all such exports.

7. The fact is indisputable, that to manufacture goods at the lowest cost they must be made in large quantities, our manufacturing industries therefore while competing for the trade of this country would undoubtedly be strengthened if outlets could be found outside of Canada, thus enabling them to increase their output, and give employment to a large number of our people. Italy seems to afford an outlet for dried fish, lumber, etc., while with improved facilities to the West Indies, South America, etc., a large field would be opened up for many of

our manufactured products, such as boots, shoes, paints, varnish, lumber; also many agricultural products.

The whole respectfully submitted,
JOHN MCKERGOW, Chairman.

THE NEW APPRAISER.

THE hardware appraisership at Toronto has at last been filled. The successful appointee to the office is Mr. E. W. Miller, and he was sworn in on Monday last.

Up to within the last two months Mr. Miller was for over eleven years one of James Robertson & Co.'s travelers, having covered the ground for that firm from Montreal to Victoria. His acquaintanceship with this firm would naturally bring him an acquaintanceship with the metal, plumbing and tinsmithing supplies, and paint and oil



Mr. Edward W. Miller.
The New Hardware Appraiser at Toronto.

trades, the Messrs. Robertson being extensive handlers of those lines.

About two months ago Mr. Miller accepted the Toronto agency of B. & S. H. Thompson, of Montreal, which he held until his appointment to the appraisership.

Mr. Miller is about 40 years of age, and was born in Bruce County, Ontario. His education began in Bruce, and was continued in the Collingwood Collegiate Institute, and was finished in Toronto.

Mr. Miller is generally spoken of by those who know him as being a pushing, energetic fellow. To **HARDWARE AND METAL** he remarked, the day he was sworn in: "I shall take off my coat and do my work to the best of my ability."

REPORTED LOCK COMBINE IN THE UNITED STATES.

The leading lock makers of the country, says a Philadelphia despatch, are said to have formed a new combination to regulate

the prices of locks in general, but more particularly trunk locks, on which it is claimed prices have been ruinously low during the past two or three years.

The manufacturers said to be in the combination, and who have organized under the name of the American Trunk Lock Association, are the Corbin Cabinet Lock Co., of New Britain, Conn.; the Eagle Lock Co., of Terryville, Conn.; the Star Lock Works, of Philadelphia; the Yale & Towne Manufacturing Co., of Stamford, Conn., and Shrend & Son; of Newark, N.J. All of the firms, except the Yale & Towne Co., were in a combination formed in 1891, and which was dissolved in 1893.

Prices have been advanced from 25 to 30 per cent. within the past two weeks, and it is thought there is every prospect of a further advance. Provision has been made, it is said, against any dissolution of the present combination for a term of five years by requiring all of the firms interested to make a cash deposit of \$500, to be forfeited in case of any cut in prices.

CHANGES IN PRICES.

Castor oil has made a further advance in Calcutta during the week, and the prices asked at that point now are equal to 10c. per lb., laid down in Toronto.

For some unaccountable reason turpentine has advanced ½c. per lb. in the south. No recent change in price is recorded here.

STOVE GOODS IN DEMAND.

With the cold snap there has developed in Toronto and at outside points a good demand for stoves and stove goods.

There is also a heavy call for Canada plates, the stocks of which are limited, both in Toronto and Montreal. There are few "all dull" plates on the market, and it is a question if any "all bright" are obtainable.

HIGH FREIGHT CHARGES.

SEVERAL large shipments of iron and steel for Montreal missed the last direct steamer, and, as they are now on the way, are subject to the advanced freight rates. As they were sold in the expectation that they would catch the steamers direct, representations have been made to the railway companies in connection with them. As a result of these, and the strong representations regarding the discrimination against Montreal, the railway people have modified the rates affecting Montreal and district, and the difference is not as marked as it was. It is still sufficiently great, however, to do away with the profits of some importers who were unlucky enough to miss the last steamer. In the case of one shipment of bar steel, the

summer rate was 7s. 6d. a ton, but it will now cost 27s. 6d., or a difference of 20s., to lay it down in Montreal via St. John. In the case of another shipment of chain, which the buyer expected to lay down at 10s. 6d. to 12s. 6d. per ton, the new freight rate entails a cost of 38s. 6d., or a difference of 24s. to 28s. per ton. These two instances are sufficient to show that importers have reason to complain.

THE TWO STORES.

TWO stores, one carried on without system and one with system—how easily the difference is distinguished, remarks a writer in Iron Age. In the first customers are allowed to stand aimlessly about until they make their wants known, while in the other an attentive salesman greets the prospective buyer with an inquiring look, if not with a spoken interrogation as to his requirements. The proprietor of the first is apt to complain of dull times, while the second merchant is full of business. In one store slackness irritates the customers, while in the other promptness and despatch ensure satisfaction. In one a customer is allowed to wander into the tin shop with some article to be mended and to chat with the tinner while the job is being done, thus wasting the workman's time and

making the job a losing one. Or, if the article is handed to a salesman, it is put down on the counter or floor and possibly remains there until it is called for.

In the other store an article to be repaired at once has a tag tied to it with the name and address of the owner, and a memorandum of the work to be done. In this establishment customers are not allowed to enter the shop, and the tinner who repairs an article not tagged is subject to discharge.

In the first store verbal directions are given to workmen to attend to some outside job, while in the second full directions are entered on a book with stubs, and the memorandum is given to the workman, while the stub remains in the book, a constant reminder to the proprietor until the memorandum is returned to be charged.

In the first no check is kept on the cash, and the inquiry "Has this been charged?" is not unusual. The books are not posted to date, and no system is followed in sending out statements and collecting accounts. In the second store the watchful eye of the merchant is over all transactions.

The volume of business from the Western States over the G.T.R. via Sarnia Tunnel, Toronto and Montreal, to the Atlantic sea board, has more than doubled.

ARSENIC AND PARIS GREEN.

The price of arsenic is to-day fully 50 per cent. higher than it was at the same date last year, and as this mineral poison enters largely into the manufacture of paris green the advance should make a material difference in the quotations upon the latter article in the spring.

The whole supply of arsenic is in the hands of a trust, which has the market well in hand. The outlook is indeed for still greater advances in the near future.

A NEW STORE.

Fred Kinsman, of Fonthill, general merchant, is now settled in his new store, which is well-known on the Niagara Peninsula as "The Hub." The original business was started by the late Danson Kinsman about 35 years ago. The new store is one of the finest and most modern between Hamilton and the Niagara River, and occupies the most prominent business corner of the town, and consists of the main store, occupied by the dry goods, grocery and hardware departments, while the shoe department occupies a separate store adjoining it. The second floor is occupied as a show room for ready-made clothing, wall papers and crockery. The lower floors are handsomely fitted and finished in natural wood, with plate glass show windows and counters.

Are you interested in the sale of Pistols?

IF SO, we wish to call your attention to the fact that our house manufactures more high-class Revolvers each year than any other establishment in America. We have been doing this for over 26 years, and our goods are known all over the world. We ought to know how to make good goods at honest prices by this time, and we assure you that we do. Therefore, we want to send you our Art Catalogue of Firearms and to correspond with you as to dealers' terms, etc. Our address is

Iver Johnson's Arms and Cycle Works

Fitchburg, Mass., U.S.A.

THE TARIFF ENQUIRY.

THE Tariff Commission resumed its hearings, at Hamilton, on Tuesday of this week, the Ministers present including Messrs. Fielding, Cartwright, Mowat and Paterson.

The fruit growers, represented by Messrs. E. D. Smith, Winona, and D. J. McKinnon, Grimsby, said the fruit duties generally were satisfactory. In regard to plums and pears, they asked that the ad valorem duties of 25 and 20 per cent. respectively be changed to a specific duty of one cent a pound; that a duty of $\frac{1}{2}$ c. a pound be put on bananas, and 2c. a pound on dried peaches.

Mr. Edward Morris, representing Morris, Stone & Wellington, of the Fonthill nurseries, asked that the present duties on fruit trees should be maintained.

Mr. R. C. Brown, representing Brown Bros., of Rochester, N.Y., and Ridgeville, Ont., asked that the 20 per cent. duty on small stock—grape vines, raspberries, blackberries, etc.—be raised.

Messrs. Sanford and Calder discussed the question of ready-made clothing. Senator Sanford asked for the maintenance of the present duty.

THE SOAP INDUSTRY.

On behalf of soap manufacturers Mr. W. H. Judd, of W. H. Judd & Co., said that when he first went into the business yellow soap was sold at \$4.20 a box, whereas now an article of equal merit was sold at \$1.50 a box. At \$1.50 manufacturers lost money, while at \$4.20 they made a profit. This reduction in price had been produced largely by the tremendous domestic competition that had sprung up. The factories of Canada were making four or five times the amount of the consumption. The result of the competition was favorable to the Canadian public. They were supplied at the least possible price, and any lowering of the price meant extinction of the industry. The prices, he said, were lower in Canada than in the United States. He said that if the duty were lowered and the American manufacturers were to make a slaughter market of Canada it would drive half of the Canadian makers out of business.

Mr. J. I. McLaren, of the Hamilton Coffee and Spice Co., suggested that a specific duty of not less than 2c. a pound be imposed on ground spice in addition to whatever ad valorem the Government might decide to put on unground goods, instead of an extra ad valorem duty as at present.

A deputation of the journeymen brush-makers, with Mr. John Black as spokesman, protested against foreign competition.

* WHOLESALE GROCERS' GUILD.

The deputation of the Hamilton Whole-

sale Grocers' Guild consisted of Messrs. Alex. Turner, of James Turner & Co.; H. N. Kittson, of W. H. Gillard & Co.; St. Clair Balfour, of Balfour & Co.; T. H. Macpherson, M.P., of Macpherson, Glassco & Co.; G. E. Bristol, of Lucas, Steele & Bristol, and A. F. Wood, M.P., of Wood, Vallance & Co. Mr. Bristol presented the case, alluding first to the rice duty, rice being an article largely consumed in Canada. There were, he said, only two cleaning mills in Canada, one in Montreal and another in Vancouver, controlled by the same people. Grocers could get rice in England laid down in Hamilton for 11s. 9d. per hundred-weight, which was equal to 2.56c. per pound. Taking the duty on uncleaned rice, which was 30c. a hundred, that would make the figure 2.86c. a pound. A similar rice in Montreal would cost 4.50c. a pound, which made a difference in favor of the English price, allowing for the duty, of 68 per cent. While the mill men were of the opinion that they were entitled to a certain protection, the grocers thought this was too much. The present duty is 11-4c. a pound on cleaned rice and on uncleaned rice of 3-10ths of a cent.

Mr. Turner said that this firm had imported some "B" rice, for which the Montreal price was 2 $\frac{3}{4}$ c. a pound, at a figure below that amount. Little of this cheaper grade of rice was imported because of the high duty.

Mr. Bristol mentioned the case of syrups next. He said that since the present duty had been imposed on syrups the wholesale grocers had not been able to supply their customers. There was only one refinery in Canada making syrups—the Acadia—and it had been offering only bright syrup until lately. Lately it had turned out a dark syrup. On a common syrup, selling in New York for 10c. a wine gallon, the duty would be equal to 90 per cent. On another grade of syrup, worth in New York 16c. a wine gallon, or 19.20c. an imperial gallon, the duty would be 9.90c. Not only had the refiners enjoyed this high protection but the grocers had not been able to get the syrup from them. It was only lately that they had been able to get any dark syrup in Canada. The high duty had done the refiner no good and it had been an injury to the consumers. Because of high prices and the absence of syrup from the market many farmers were boiling down sugar and making their own syrup. The grocers thought the protection on syrup was excessive. They asked that the duty be reduced, that they might have access to other markets. Then Mr. Bristol spoke of the molasses duty. At present, he

said, it was largely one of test. A grocer now had to send samples of molasses to Ottawa to have it tested. The duty was 1 $\frac{3}{4}$ c. a gallon when testing by polariscope 40 degrees or over, and for every degree less than that 1c. a gallon in addition. On behalf of the grocers he urged that the test, which occasioned trouble and expense, be done away with, and that a uniform duty be imposed. The next article mentioned was sugar. Mr. Bristol said that the grocers were of the opinion that the protection given to the refiners was too great. Their granulated sugar was always good and plentiful, but their other sugars were sometimes the reverse. He claimed that the grocers had not been able to get from the refiners the sugars that were desired by the trade. Yellow sugar was at this time in demand in many households and there was only one refinery making it. Ten days ago merchants could not even get that sugar. Considering that there were four hundred million pounds of sugar imported into the country in 1895, they were of the opinion that the protection of 64-100 of a cent should be reduced in the interest of the people. The refiners had not only a monopoly of manufacturing, but of speculating in sugar as well. They had control of the whole market, and the grocers had to take what they gave them, whether they felt like it or not. Mr. Bristol suggested that the duty on show cards which foreign manufacturers used to send into Canada be reduced.

Mr. Balfour informed the Ministers that at present there is a specific duty on raisins and currants, and an ad valorem duty on dates and figs. He asked that a specific instead of an ad valorem duty be imposed on dates and figs and like articles of food. He pointed out that where there were two or three concerns in the Dominion making a line of goods the result was that one or two brands were turned out which the grocers had to handle at no profit at all. They wanted to be able to buy where they chose. They desired to carry on business as merchants, and not merely as agents.

Mr. Bristol stated that at a meeting of the wholesale grocers of the Dominion, held in Toronto some days ago, a resolution was passed declaring that the protective duty on sugar was too high, and appealing to the Government to reduce it. The meeting was unanimous, with the exception of four gentlemen from Montreal, who were opposed to it.

MR. BALLANTYNE'S VIEWS.

Mr. Adam Ballantyne, retail grocer, appeared before the commission as a representative of the consumer. He said that Canadian coal oil in barrels was delivered at 15 cents a gallon. There was a rebate on the barrel of 60 cents. He asked

that the duty be reduced from six cents a gallon to three cents, and that the inspection fee of ten cents a barrel be set aside. If that were done American oil would be laid down in Hamilton at fourteen cents a gallon. It now costs twenty cents a gallon in Hamilton in barrels, duty included. In Buffalo American oil costs, wholesale, six cents a gallon and retailed from eight to ten cents. Canadian oil retails in Hamilton at sixteen cents a gallon and American at twenty-two cents. He produced evidence to show that the manufacturers and a few wholesalers had cornered the market in gem jars, with the result that last fall the price for pints was 90c. a dozen here and 46c. in the United States; quarts, \$1 here and 48c. in the United States; gallons, \$1.25 here and 65c. in the United States. He thought that 15 per cent. would be ample protection on fruit jars. He asked that the duties be reduced on these articles: Wax candles, 4c. a pound to 2c.; axle-grease, from 25 per cent.; rice, from three-tenths of a cent on the raw material and 1¼c.; biscuits, from 25 and 27½ per cent.; sugar, molasses and syrups. He said that one of the strongest combines in the country existed among the biscuit manufacturers. Mr. Ballantyne expressed the opinion that there was no article in the grocery line that would bear a revenue better than tea. Anything from 5 to 10c. a pound would give about a million dollars in revenue.

THE GLASS INDUSTRY.

The Diamond Glass Co. was represented by Messrs. George Rutherford and John Watt. The company manufactures bottles and fruit jars principally, but no window glass. Mr. Rutherford said that the company desired that in the revision of the tariff no change should be made in the existing duties. They contended that no injustice was done to the consumer. Mr. Rutherford stated that a reduction of duty would mean a loss of revenue, because there was a large importation of goods that could not be manufactured in Canada. He assured the Ministers that there was no combine in the glass industry, although there was an agreement between the Montreal factory and the Hamilton factory that they should make separate lines. These factories had to meet domestic competition from New Glasgow and Wallaceburg. Outside competition came largely from the United States. There was some from Germany, some from Belgium, and none from England.

A NEW INDUSTRY.

The claims of a new Canadian industry were brought to the attention of the commission. It was the manufacture of cash registers, which in the past has been almost

entirely monopolized by the National Cash Register Co. of the United States. The Capital Cash Register Co., of Ottawa, was represented by Mr. E. A. Oliver, and the Hamilton Brass Co. by Mr. R. C. Henders. The case was stated by Mr. Oliver. He said that there was at present no classification of cash registers other than as office furniture. The deputation asked that they be classified as cash registers, and that the duty be raised from 30 to 35 per cent., as it formerly was. Mr. Oliver said that the Capital company had put in a plant at Ottawa and expected to have the first lot of cash registers out by the beginning of the year. He accused the American company of undervaluation. Their price, he said, for Customs valuation of a machine sold in the United States for \$300 was \$195. The duty should be collected on the selling price of the machine, which was \$300. Mr. Oliver claimed that the American company manufactured a special machine or "knocker" to meet the competition of a new company. Mr. Henders endorsed what Mr. Oliver had said. The American duty on cash registers is 40 per cent.

SEWER PIPE.

Mr. Henry New, of the Hamilton and Toronto Sewer Pipe Co., and Mr. A. D.

Harris and Robert Campbell, representing the Ontario Sewer Pipe Co., asked for the imposition of a specific duty of \$5 per ton on sewer pipe. The present duty averages 35 per cent. At present, Mr. New said, second-class pipe was frequently retailed in Canada as first-class goods. In the event of there being no specific duty they asked that the value for duty be placed at 70 per cent. off the American list instead of 77 per cent. Among the reasons why they asked for a specific duty was that double-strength pipe was frequently admitted as ordinary standard pipe, whereas it should be 20 per cent. dearer. There were in Canada five factories, between which there was no understanding as to prices. They had to pay more for their fuel, labor and haulage than their competitors in the United States and Great Britain. At present prices were a little higher in Canada than they were in the United States, but he attributed this to the fact that a number of estates were being wound up in that country. Mr. New told the commissioners that he had gone to Ottawa and told the Government not to increase the duty on sewer pipe for the reason that it would discourage the policy of protection and produce undue competition.

"The Quality Justified the Demand."

Our Agents at Lindsay, Ont., write us as follows:—

"In reply to your enquiry re the Sherwin-Williams Paints, we have to say that our experience has been most satisfactory. We have sold far more of them this first year than several other makes that we have been introducing and selling for years. The quality must justify the large demand we have had for them.

"Wishing you continued success,

"Yours truly,

"J. G. EDWARDS & Co."

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

The duty was then 35 per cent. and he could, he believed, have had it increased to 70 per cent.

A REDUCTION ASKED.

Mr. James Finlay, contractor, wanted the duty on roofing slate cut down from 30 to 20 per cent. He said that the natural market for roofing slate was the United States. There was one quarry in Quebec which produced roofing slate of an inferior quality. He said that, as a contractor, he was hampered greatly in carrying on his trade by the present duty. Upon the occasion of the last revision it was proposed to reduce the duty from 80c. a square to 20 per cent., but it was finally placed at 30 per cent.

STOVEMAKERS.

The foundry branch of the iron industry, principally stove manufacturers, was represented by Messrs. W. J. Copp, W. A. Robinson, Wm. Burrow and O. G. Carscallen. Mr. Copp acted as spokesman for the deputation. He prefaced what he had to say by explaining that the representations which would be made were based on the assumption that the iron duties would remain as they were at present. He asked that the duty on stoves, 27½ per cent., should be maintained, that stove bolts and stove rods be reduced from 1c. a pound to 25 per cent., equal to 45 per cent., to 27½ per cent., and that emery wheels, which are taxed 25 per cent., be admitted at the invoice prices. Sheet iron and sheet steel up to No. 17 and over is 5 per cent. These numbers were not manufactured in Canada at all, and he thought they should be rated down to No. 14 and up. Mr. Copp urged that the duty on stove patterns should be changed from an ad valorem of 27½ per cent. to a specific of 6 cents a pound. Tile, he said, should be reduced from 35 per cent. to 27½ per cent. Mr. Copp finally requested that a registration of a design for which \$5 was paid should stand for fourteen years instead of five; that the patent branch should notify patentees of the expiration of their rights and that a patent for which \$20 is paid should continue for seventeen years instead of six. The deputation spoke encouragingly of the Hamilton blast furnace.

DUTY ON RUBBER CEMENT.

Blackening, shoe dressing, stove polish, inks, mucilages and cements were represented by Messrs. E. A. Dalley, J. D. Trenaman and H. E. Rolston. Mr. Dalley, the spokesman, told the commissioners that the late Government had reduced the tariff on blackening from 30 per cent. to 25 per cent., which he considered a low rate of duty. He asked that the Customs Department should collect the duty on American blackening on the basis of the selling price in the country of production. Shoe dressings paid a duty of 25

per cent. The bottles were taxed 30 per cent. This product contained 50 per cent. of methylated spirits, for which the Canadian manufacturers had to pay the Government \$1 a gallon. If they could get their spirits at the same price as the American manufacturers, they would be satisfied. In regard to ink and mucilage, Mr. Dalley said that the principal cost of production was in the bottles, on which there was a duty of 30 per cent.

Mr. Rolston asked that the Customs valuation on imported stove polish be the value in the country of production, and that the duty on crude plumbago of 10 per cent. and 25 per cent. on ground plumbago be removed.

Mr. Trenaman, of the Domestic Specialty Co., advanced strong reasons for a rearrangement of the duties on rubber cement used in the bicycle and boot and shoe industries. There were, he said, about 6,000 barrels used in Canada annually. While there was a protection of only 25 per cent. on the finished article, they paid almost 100 per cent. on the raw material. An important element in the manufacture of this article is naphtha, on which the duty is 72 per cent. He did not ask that the raw material be reduced, but he asked that the duty on cement in bottles be 35 per cent., and that in bulk it be 30 per cent. and 6c. a gallon.

Mr. J. M. Brown, manufacturer of shears, dies, etc., did not object to the duty of 27½ per cent. on the line of goods he manufactured, but he wished to have all the goods coming into Canada classified. He said the chief materials used in his manufactory were iron and steel. He handed the commissioners a written statement of his case, with the request that it be not published.

Mr. John G. Hore, of F. W. Hore & Sons, wheel manufacturers, said the duty was 25 per cent. on spokes, shafts, etc., and 35 per cent. on wheels. He had to go to the States for raw material, spokes, etc., but he did not care to see the duty lowered on carriage woodwork. He roughly estimated the cost of production as being 75 per cent. raw material and 25 per cent. labor.

Mr. Edward New, who said he was the only firebrick manufacturer in the country, asked that a duty of 20 per cent. be placed on all firebrick entering Canada. He stated that by grinding up the mountain freestone and using it with clay he could make first-class firebrick. He was at a disadvantage competing with big American concerns, and he wanted protection in his new industry.

THE BLAST FURNACE.

On Wednesday the claims of the iron industry were brought to the attention of the



NO SMOKE. GREAT RESULTS.

**HIGH VELOCITIES
LOW PRESSURES
LONG RANGE**

**EXTRA HARDENED, DOUBLE WATER-PROOFED,
RELIABLE, SAFE, NO JAR,
HARD HITTING.**

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

*The Powder of Powders for a variable
Climate.*

UNEQUALLED RECORDS.

**TRIALS BY ELEY BROS., AND
"ROD AND GUN."**

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
43 872'72 "

**Far in excess of any other Powder
Nitro or Black**

Pattern 233.

**Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.**

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Pump Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to 577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St
Montreal.

**The R. A. McCreedy Co., Toronto, carry
stock and are agents for Toronto and dis-
trict.**

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE
MERCHANTS.

 **Toronto.**



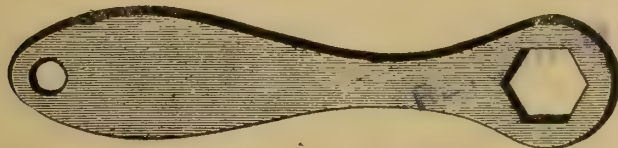
Nos. 5, 7, 9, 10. All sizes.

**HOCKEY SKATES
HOCKEY STICKS**

Skate Straps.



$\frac{1}{2}$ and $\frac{3}{4}$ x 20 and 36.



10



12



14



15

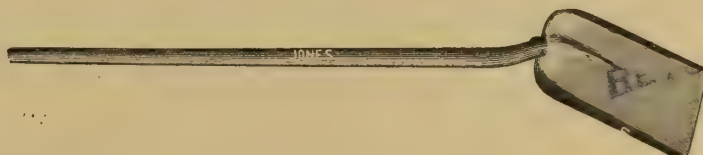


16

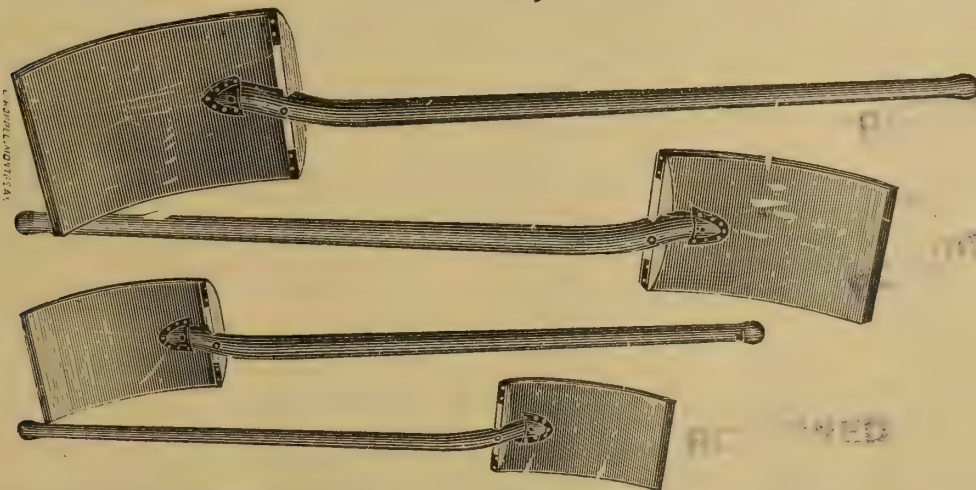


17

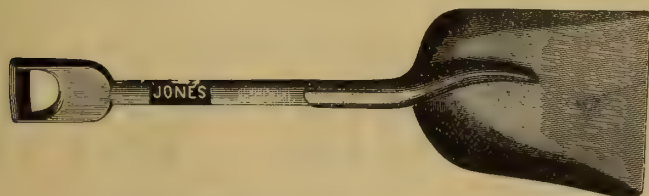
A Full Assortment of Parts for the Acme Skates.



Steel Snow Shovels, T or L Handles.



FAVORITE WOOD SNOW SHOVELS--PAINTED RED. 6, 7, 12, 13, & 14 IN.



SOCKET SCOOPS.

Nos. 2, 4, 6, 8, 10 and 12.



RIVETTED SCOOPS.

ORDERS FILLED PROMPTLY.

...Graham Wire and Cut Nails are the Best...

H. S. HOWLAND, SONS & CO., TORONTO.

Send for our CUTLERY CATALOGUE for 1896-1897.

commission by Messrs. John Milne, R. R. Morgan, A. T. Wood, M.P., and Robert Hobson, representing the Hamilton Blast Furnace Co. Mr. Milne made a carefully prepared statement, emphasizing the importance of developing the mineral, and practically the iron, resources of the country. He said that the American people, recognizing this fact, had put a duty on which prevented Canadian ore from going into the United States. The establishment of the Hamilton blast furnace had created a demand for Ontario ore. The Ontario Government had contributed to the development of the iron industry by giving a bounty of 50 cents a ton on ore. The Hamilton furnace was introducing its ore and a large number of manufacturers were using it. They were getting their ore cheaper than they ever got it before. The American producers, knowing that there was a furnace here, kept their price down to the lowest point. If the furnace were run to its full capacity it could turn out about 200 tons or more a day and require 200 tons of material to feed it. The furnace had not yet been run to its full capacity, but it had been producing 120 tons a day and in this way had done a great deal of good to the country. A large amount of money had been expended in wages and transportation. The company intended shortly to bring their ores from Lake Superior to Hamilton by the all-rail route. Nearly all the foreign iron that was being used in Canada came from the United States. Scotch iron was scarcely known now in the trade. Mr. Milne gave some interesting figures illustrating the progress of the new industry in Hamilton. The Hamilton furnace had used, up to November 23, ten thousand tons of Canadian ores, representing about \$3.50 a ton, or an expenditure in Canada of about \$35,000. The furnace had turned out 21,000 tons of pig iron, of which 10,000 tons had been placed on the market and 4,000 tons arranged for, making 14,000 tons disposed of. The company had paid in freights to railways on ores \$66,000 and other freights over \$7,000. It had paid in wages an average of \$1,150 a week, or in all about \$46,000. At the furnace 125 men were employed and a large number in getting out and carrying the ore. The plant had cost in the neighborhood of \$400,000 and the investment in the enterprise represented three-quarters of a million.

Mr. Milne declared that if the duty were taken off iron it would be a long while before capital could be induced to invest in the furnace business again. All civilized nations recognized the importance of fostering their iron industries. The United States had excluded foreign competition, so that

to-day their country could compete with the outside world. He believed it had sent 30,000 tons of pig iron to Great Britain this season. If the Government gave the manufacturers free raw material it would be obliged to take something off their product if it desired to benefit the consumer. The Hamilton furnace, if worked to the full capacity, could turn out iron in quantities in excess of the present demand. The company proposed to undertake the manufacture of steel, a great deal of which was used in manufacturing.

COMPARISON OF PRICES.

In response to questions by Sir Richard Cartwright and Mr. Fielding, Mr. Milne said that the United States furnaces did not have an advantage over the Hamilton furnace re the matter of cost of fuel. The southern furnaces, which had iron ore and coal in proximity, where too far from the market, while the Pittsburg furnaces were at the expense of a railroad haul of 180 miles in getting their ore from Lake Superior to the point of manufacture. On the other hand, however, the American concerns had an advantage in their greater capacity for production. Mr. Milne expressed the belief that there was a sufficiently large demand in Canada to consume the production of the furnaces at present in existence. He said that up to date the company has used 10,000 tons of Canadian ore and 31,000 tons of American ore.

Mr. Fielding: Do you think that is developing the mineral resources of this country?

Mr. Milne: No; but the Canadian mines are only opening up. Near Port Arthur there are millions and millions of tons of ore, but it will require about 29 miles of railway to get it out. We expect to get our ores near Port Arthur and Sault Ste. Marie, where we have mines in prospect.

There was a very interesting little discussion as to what constituted raw material, the conclusion arrived at being that there was no such thing as raw material upon which any labor had been expended.

Sir Richard Cartwright asked: "Do you see any reasonable probability of manufacturing pig iron under the conditions existing here as cheaply as iron would be laid down? What is the price of Scotch pig iron laid down in Hamilton?"

Mr. Milne: Scotch pig iron laid down in Montreal costs \$19.20 a ton, and if you take the duty and freight off you can get it at the price they pay in England.

Mr. Paterson: What do you mean by "cutting off the duty?"

Mr. Milne: I mean the entire abolition of the bounty and the duty. If these were cut off this furnace could not exist.

Mr. Milne went on to say that southern

iron laid down in Hamilton cost \$17.50. Consumers in Hamilton had got their iron from the local furnace \$2 cheaper than from outside sources. The price in Hamilton to-day was \$15.65 a ton. It had been sold by the Hamilton company in Montreal for \$17, including freight. Mr. Milne supplemented this statement as to prices by saying that the company had sold iron in Montreal and Hamilton for as low as \$13 a ton, but he explained that there were different qualities of iron.

THE ROLLING MILLS.

The Ontario Rolling Mills Co., of Hamilton, was represented by Mr. C. E. Doolittle and Mr. C. S. Wilcox of this company, which manufacturers iron and steel bars, forgings and nails, washers, etc., who asked for a reduction of duties on scrap iron, steel billets, puddled bars and coal. A statement was put in showing that the capital invested in the business is \$300,000, and when the mill is run at its full capacity 500 men are employed, most of whom are heads of families. The materials used are scrap iron, steel billets, puddled bars and coal. When the revision of the tariff was made in 1894 the duty on bar-iron and steel was reduced \$3 per ton, from \$13 to \$10; and the duty on scrap-iron was increased \$2 per ton, from \$2 to \$4. These changes affected adversely the rolling-mill interest in both ways. During the past few years the rolling-mill business, the statement said, had undergone great changes. At first the principal competition came from Great Britain, but now it was from the United States, where they were able to produce iron and steel billets cheaper than in any other place in the world. The United States mills were shipping their product over to Great Britain. The Hamilton mill had no protection from freight rates. It was stated that the American arrangements as to prices did not apply to Canada, but if the duties were fixed in such a way as to close up the Canadian mills, the American mills would govern the Canadian market by combination, and the

WIRE NAILS.

WIRE - TACKS

Ontario Tack Co.

HAMILTON

We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

result would be no benefit to the people of Canada. The Canadian mills paid a higher price for scrap iron than was paid in the United States. If the local rolling mills were closed up the prices of scrap iron would be decreased. The present tariff was arranged on the representation of the blast furnace people. The policy of encouraging the iron ore and furnace industries had been pursued for a great many years without satisfactory results. Unless the Government desired to increase the duty on finished bar-iron steel, and increase the protection of the rolling mills above the present rate, it was suggested that considerable reduction should be made in the duties on their raw materials.

Under the present tariff it was impossible for them to import any scrap iron, and they were able to bring in but a small quantity of steel billets. If the duties were reduced on these materials they would be able to bring in larger quantities, and the revenue of the country would be increased to that extent. If the duties on the finished product of the rolling mills were changed they would be kept on the specific basis and would be made ad valorem. It was necessary, owing to the fact of the extreme fluctuation in the prices of these goods in the United States and also because the freights on the raw material formed a very large part of

the cost of the product there, and were in effect specific taxes on their industry, and it was suggested that the rolling mill men of the country should meet, discuss the questions relative to their industry and present their views to the Minister at a subsequent time. It was pointed out that the Canadian rolling mills had to pay a duty on their bituminous coal equal to 100 per cent. Mr. Wilcox said their coal at the mines in Pennsylvania could be bought at less than 60c. a ton. The duty is 60c. a ton. We pay 55c. a ton at present. The duty on billets and puddled bars is \$5 a ton, and on scrap \$4. The duty on bar iron is \$10 a ton—equal to 50 per cent. Mr. Doolittle said that he could see no connection between blast furnaces and rolling mills, as the latter could not use the product of the former.

Mr. Birge, representing the Canada Screw Co., asked the commissioners to maintain the present rate on wood screws, wire nails, wire, bolts and rivets. He stated that under existing conditions it was impossible to meet foreign competition. He defended the agreement as to the buying and selling prices of screws which secured the merchant a small margin of profit.

Mr. F. H. Whitton, Ontario Tack Co., asked that no decrease be made in the duties on wire nails or tacks. His company form-

erly manufactured in Chicago, but wire nails in the States were selling below cost.

Mr. Bertram, of John Bertram & Sons, Canada Tool Works, Dundas, favored the present duty on machine tools.

The Burlington Manufacturing Co., through its representative, Mr. D. A. Ghent, of Burlington, desired the present duty on wringers, 20 per cent. and \$3 a dozen, maintained. The raw materials used in the manufacture—rubber, wood screws, bolts, wrought, cast and malleable iron—he said, were taxed to such an extent as to handicap them.

Mr. Geo. B. Dowswell, of Dowswell Bros., Hamilton, expressed his satisfaction with the present rate on churns and washers. Mr. G. C. Morrison wanted the duty of 15 per cent. on lap-welded boiler tubes, to be used in the manufacture of house-heating boilers, removed.

DROP A CARD FOR ONE.

The Mechanics' Supply Co., Quebec, are preparing for the new year a unique almanac, a proof-sheet of which is before us. It will be an ornament to any shop or office where "a young mechanic" would be appreciated. Drop them a post card and mention this paper and they will send you a copy.

NEW ARRIVALS.

CHRISTMAS GOODS.

Cutlery—Pens, Pockets, Tables and Carvers from Joseph Rodgers & Sons, John Askham & Son, Geo. Butler & Co., H. Boker, etc. Razors—Leading German and English makers.

SKATES—Several thousand pairs just opened out. Write for our special catalogue on Silverware. Beautiful novelties. Special value. Just the thing for Christmas trade.

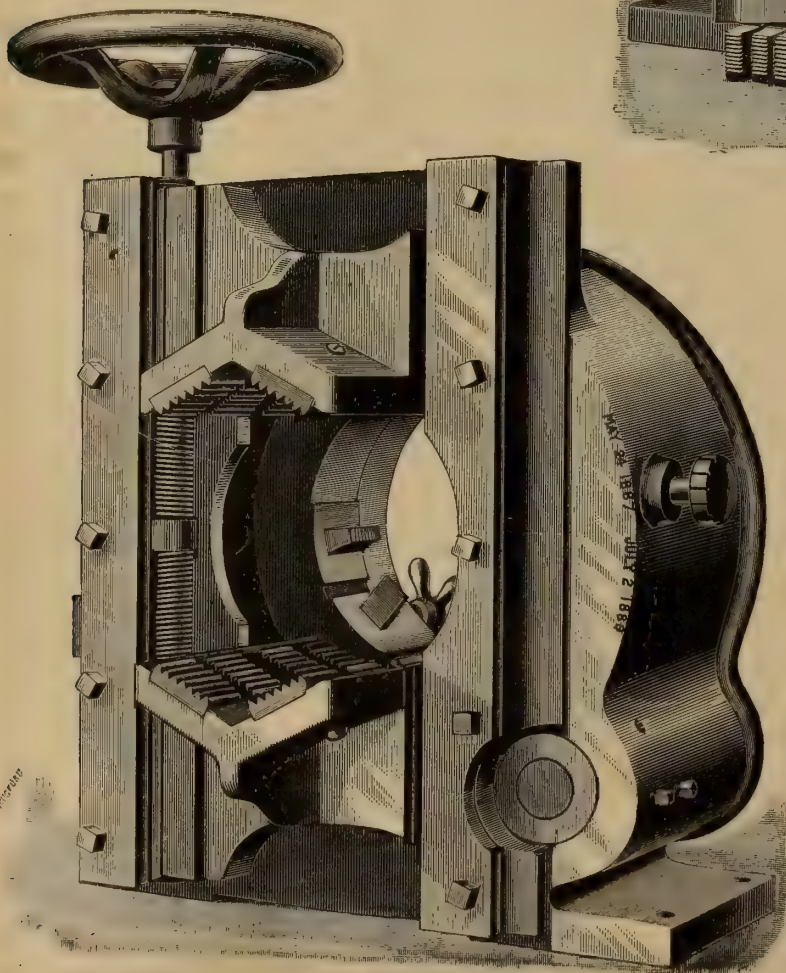
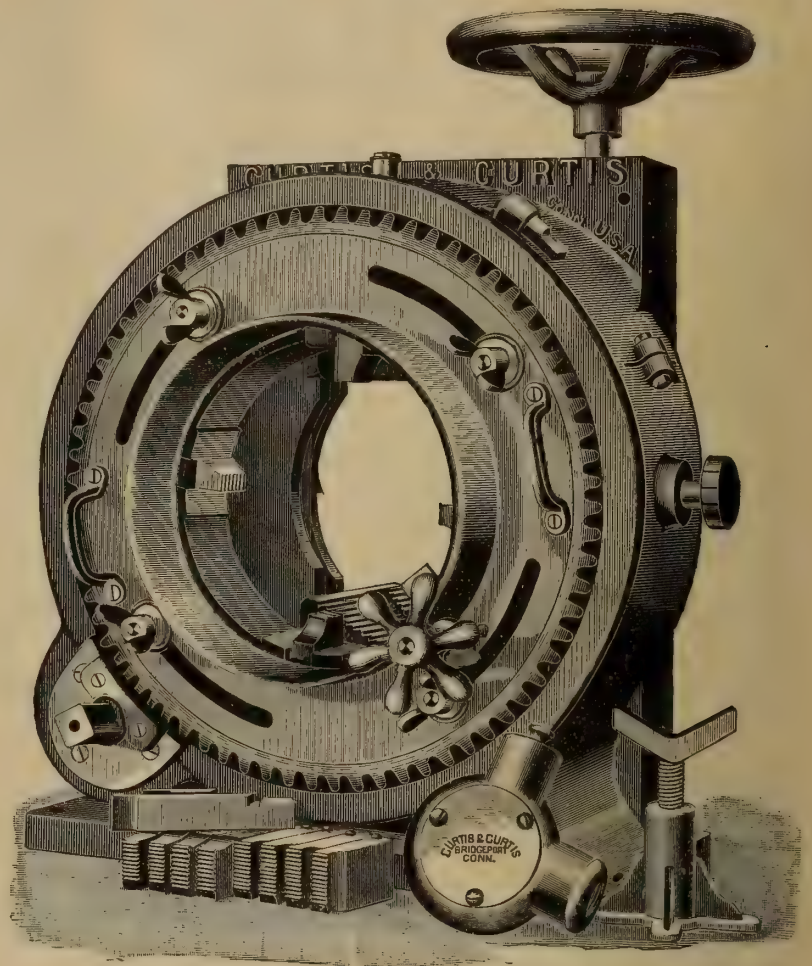
BOWMAN, KENNEDY & CO. Wholesale Hardware Merchants, London, Ont.

THE FORBES PATENT DIE STOCK.

PERHAPS there is none of the standard machines that is more favorably or widely known throughout Canada and the United States than the Forbes patent die stock, manufactured by Curtis & Curtis, of Bridgeport, Conn., U.S.A., which we illustrate in this issue. Before these machines were placed on the market most of the large pipe was threaded, either on lathes, which on account of the taper thread required did imperfect work, or on the heavy, clumsy pipe-threading machines built after the general design of a lathe. These latter were expensive; and as they are not portable, every length of pipe had to be carted to the machine, from whatever distance. This often causes great delay and expense. To fill the want of a portable hand machine Curtis & Curtis have brought out and placed on the market their Forbes patent die stocks, which have won their way to the first class in their line and into universal use. They are light enough to be carried from place to place, like any other tool, and the work done on the spot, without delay or expense for carting the pipe to the machine, the helper generally doing the work while the piper is peeling the pipe up. The machines are heavily geared, so that two and three-inch pipe can be threaded on the

small-size machines by turning a crank with only one hand, while, with the larger size machines, pipe as large as eight inch can be cut off or threaded by one man with

ease. The illustrations show the No. 56 hand machine size, which is adapted for cutting off and threading all sizes of pipe from 2½ to 6 inch, right hand inclusive,



but they are made in a great variety of sizes to suit almost any range desired. The vise for holding the pipe is self-centring and the dies are opening and adjustable to any variation of the fittings.

COMMISSIONERS AT BRANTFORD.

At the session of the Tariff Commissioners, held at Brantford, on Thursday, Mr. J. E. Waterous, representing the nail makers, wished no alteration on either raw material or finished article. Any reduction would seriously injure the business.

Mr. John Mann wanted a uniform duty on all coal other than nut.

Mr. Thos. A. Good wanted the duty of \$4 per ton on raw iron removed. If they got the duty off iron, the manufacturer could produce a cheaper agricultural machine, and that would be a benefit.

Mr. G. W. Brown spoke for a rearrangement of the duty on slate, blackboard and roof slates. Mr. Joseph Ruddy, of the Slingsby Woolen Mills, thought the present duty on their goods unnecessarily high.

Mr. Wm. Buck advocated pig iron being free.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

We are now ready to talk prices and make contracts for 1897 for the

CAVALIER AND PELHAM BICYCLES



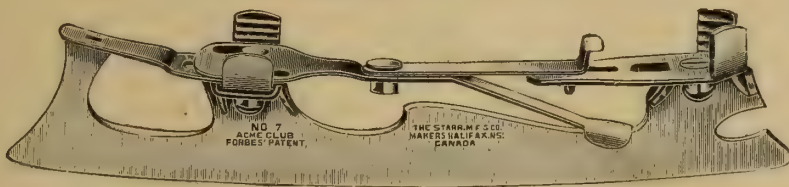
Sole Agents for Dominion of Canada.

Caverhill, Learmont & Co.
MONTREAL.

SKATES...

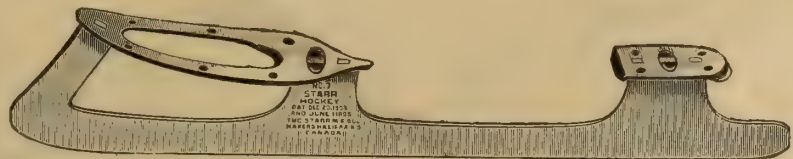
We have a complete stock of
all sizes of the following:

"GENUINE ACME SKATES."



German Acme Nos.	5, 7, 10
Canadian " "	5, 7, 10
Starr Hockey " "	5, 7, 10
German Hockey " "	7, 10

We also carry full line of
fixtures. Write for prices
and book your orders now.



M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO



Established 1860.

Incorporated 1895.

TRAYS

Lithographed, round and oval, black and fancy colors, all sizes, new designs.

PRICES ON APPLICATION.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

MANUFACTURE OF PIPE.

A PIPE manufacturer being asked recently how pipe was made, replied that he took a hole and put some iron around it. This process of making pipe, remarks The Chicago Record, would certainly be an ideal one, but owing to the difficulty of getting the holes it is not ordinarily used at the present time.

A modern pipe mill, where the common sizes of gas pipes are manufactured, can hardly be considered the pleasantest place in the world to be employed, and to a casual visitor does not appear at all inviting. The heat given out by the furnaces and highly heated iron as it is taken from the furnaces is intense, and the noise coming from a variety of sources makes it utterly useless to attempt a single word of conversation.

As one enters the mill there is seen ranged along the centre of the room several furnaces, usually five or six of them. They are made to burn gas, and are about 20 feet long and 4 or 5 feet in the other dimensions. The gas is taken into the furnace, where it meets a current of highly heated air, which causes it to ignite with a roar, and it makes a very hot fire. Ranged along the side of the wall are seen numerous piles of iron, all cut into strips of different widths, which is waiting to be made into pipe. These strips the pipe mills usually buy from the rolling mills, and are known in mill terms as "skelp." A few pipe mills have facilities for making their own skelp, but it is properly rolling mill work, where it will be rolled to any specification the pipe mills may supply. The iron is cut up by the rolling mills before shipment into strips of different widths suitable for making different sizes of pipe. The length of common sizes of pipe is about 18 feet, and the width of the strip is a little more than three times the diameter of the pipe it is the intention to make. Three grades of pipe are usually made, known as common, extra strong and double-extra strong, all of which are determined by the thickness of the strips of iron.

Two men wearing leather aprons approach

one of these piles of strips, and pick up three or four of them, put their ends in a shearing machine, which cuts off the corners, giving the end of the strip a rounded appearance, and at the same time bending the end of the strip up slightly. The strips are then put, one at a time, on an endless link belt chain, which runs up to the door of the furnace. The ends having been bent up there is no danger of the strips catching as they go through the furnace door. As this endless chain deposits the strips one upon another in the furnace it is necessary for a man to stand directly in front of the door, and with a long pair of tongs distribute the strips evenly through the furnace and see that they do not touch one another, as in that case they would soon become firmly stuck together. This man has a very hot berth.

The flame often shoots out of the furnace and to an observer it seems to entirely envelop him. His head and face are protected from the severe heat, and in addition a blast of cold air is thrown directly over him by means of a ventilating pipe, through which air is driven by a pressure fan. The strips are allowed to remain in the furnace until they are brought to a white heat, which requires fifteen or twenty minutes.

A man at the opposite end of the furnace then reaches in with a pair of long tongs and grasps the end of a strip, which has already been rounded, and pulls it out until the end just sticks through a ring three or four times the diameter of the pipe it is the intention to make. The end of the strip is then firmly attached to an endless link belt, which runs away from the furnace door, and the strip is pulled rapidly and with considerable force through this ring, with the result that the edges of the strip are turned up until they nearly touch each other, the outside assumes a circular shape, and the strip of iron, which before had no resemblance to a pipe, now begins to look like one, with the exception that it is open all the way down one side.

The unfinished tube is now put upon a link belt conveying chain and taken to the

next furnace, into which it is put and allowed to remain until the metal is brought to a welding heat. In this furnace there is a small, narrow door, about one foot from the end, through which a workman thrusts a pair of powerful tongs, in the jaws of which there is a heavy iron ring of the same inside diameter as it is the intention to make the outside diameter of the pipe.

This ring, by means of the tongs, is slipped over the ends of the unfinished tube, and a man at the door of the furnace reaches in with another pair of tongs and grasps the end of the tube, and at the same time attaches the tongs to the rapidly moving link belt chain, which runs away from the furnace door. In less time than is required to tell it the unfinished tube is drawn through this ring, and comes out with the edges, which were a short space apart, perfectly welded together, and the workman who held the tongs and ring is sousing them in cold water to cool them off for another operation.

The pipe is now placed on an endless belt chain, which carries it through a pair of wheels, placed one above the other, and having grooves in their rims corresponding to the different sizes of pipe, and just after passing through the wheels a solid block of iron of the correct diameter is passed through the tube to give it the proper inside diameter. During this operation a stream of water is kept running on the tube to wash off the scale and give it a smooth appearance. The pipes are now piled on a truck and allowed to cool, after which they are taken to a machine which cuts the ends off square and puts a thread on each end. This is done in what is called a pipe-threading machine, which holds the pipe in such a position that when it is revolved the ends press against a threaded die, which cuts a corresponding thread on the pipe, oil being used to keep the metal from heating.

The pipe is now ready to have the couplings screwed on, which is done by several boys. These couplings are made from bar iron, about one-fourth of an inch thick and

Carriage and
Bicycle Makers'

Japan Coach Colors

MASURY'S. JOHNSTON'S (Bull Dog). CANADA PAINT CO.'S.
Also STANDARD VARNISHES.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

— TORONTO

two and one-half or three inches wide, which is cut into suitable lengths, and, after being heated in a small furnace, is bent into circular form. These forms are then brought to a welding heat and pounded under a small steam hammer, which has a die in its face of the correct shape. Water is kept running on the hot iron during this operation to give it a smooth finish. The couplings are now taken to a machine to be threaded by regular pipe machine taps in about the same way that nuts are tapped.

After one of these couplings has been screwed on to the end of each length of pipe it is taken to the testing room, where the pipe is filled with water under a pressure of 600 or 800 pounds. If water escapes at any point throughout the length of the pipe it is defective and is thrown out, or, if possible, is cut down to a shorter length.

For a great many purposes it is desirable to galvanize pipe. This not only gives the pipe a smoother and better appearance, but also keeps it from rusting and effectually stops any pinholes or pores which may exist in the iron. When a pipe is galvanized, before it is threaded it is taken to a wooden vat filled with an acid solution and allowed to remain in the solution five or ten minutes, being constantly moved about and agitated by workmen. This operation removes all dirt, grease and other impurities which may be clinging to the surface of the tubes. They are then taken out of the vat and allowed to dry thoroughly, after which they are immersed in an iron vat filled with molten zinc, and which is kept hot. As the zinc melts at a comparatively low temperature, 600 or 700 degrees, this is not a difficult task. Occasionally, if an especially fine job is desired, some tin is put in with the zinc bath only a very few minutes, the workmen being able to tell readily by the appearance of the tubes when enough zinc clings to them. The tubes are then lifted out of the bath, and, as each is drawn out,

a man passes a hook, similar to those used by packers in handling boxes, along the under side of the tube to remove any surplus zinc. The tube is now put on a slowly moving endless chain belt, so that the zinc coating dries while the tube slowly revolves, which prevents the zinc being thicker on one part than another, which would otherwise be the case. The pipes are then taken to the threading machine and the ends are threaded the same as before. The pipes are usually done up in bundles of from three to six, according to their size, and filled in sacks ready for shipment.

The process of making pipe described above is what is known as the butt-weld process, the name being taken from the manner in which the edges of the strips are butted together and welded. Another method of manufacture, which is known as the lap-weld process, makes a stronger pipe, but for all common uses the butt-weld is considered amply strong. In the lap-weld process, as the name implies, the strips of skelp are taken to a machine which pares both edges down to about one-half their original thickness, and when the tubes are ready for welding these edges are lapped over on each other about the distance of half an inch.

Tubes that have to stand great pressures are nearly always made in this way, as, for instance, the pipes used in locomotive boilers which are called boiler tubes or flues. The greatest possible care is exercised in the manufacture of these tubes. The material which goes into the skelp is very carefully selected, being usually made of charcoal iron, which, during manufacture, is frequently analyzed to see that it is of the required strength. When the tubes are ready for welding an iron ball is made to pass through each tube at the same time it is drawn through the iron welding ring. This has the effect of forcing the heated metal up against the ring with more than ordinary pressure and makes the weld more perfect.

CARLOAD OF COAL FROM SUDBURY.

The Chelmsford correspondent of The Sudbury News says: "Two New York capitalists, accompanied by G. Bennett, of Toronto, and W. Skinner, of Buffalo, are visiting the Bennett-Irwin zinc and copper mine, situated four miles southwest of Chelmsford, with the view of buying. I have been informed that this is already accomplished, and the purchasers intend to set to work immediately.

"The owners of the Gordon coal mine are now setting to work with vigor, and a gang of men are at work sinking a shaft. They have now reached the depth of 12 feet, and the samples brought from that depth exhibit very little of the dross on top. It is rumored here that Mr. Gordon sought the services of the Government diamond drill, now lying idle at Wahnapiatae, and was informed that his request would be granted if he would report progress, which he promptly refused. A carload of coal will be shipped this week for Toronto. This will be the first consignment of our black diamond, and will act as a forerunner of an extensive trade with that city.

"We regret to announce that it is only too true that the Ontario Government have withdrawn all lands in the vicinity of the Gordon mine from the market, and upwards of 5,000 acres are tied up. The object of this it is hard to conjecture, but the action of the Government has caused much uneasiness and dissatisfaction among the settlers."

MARKING TOOLS.

Much trouble can often be saved by marking tools with the owner's name, which can be easily done in the following manner: Coat the tools with a thin layer of wax or hard tallow by first warming the steel and rubbing on the wax until it flows, and then let it cool. When hard, mark the name through the wax with a graver and apply weak nitric acid. After a few moments wash off the acid and wipe with a soft rag, when the letters will be found etched into the steel.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 4, 1896.

HARDWARE.

THERE has been a good demand for general shelf hardware during the week, and as a whole jobbers appear to be satisfied with the demand they experience. Few or no changes are to note this week. Plain and barbed wire continues quiet. The reduction in wire nails has not induced any appreciable increase in the demand, though a fair trade is doing. Cut nails are quiet, with demand rather better than it was. Both horse nails and horse-shoes constitute two of the active lines of the situation. Tacks, screws, bolts, etc., remain much as they were last week, and the same is noted of brass and copper wire, rivets and burrs, etc. Fair sorting orders for cutlery are noted, while draining tools continue in fair request. Skates are quite active, while cement has advanced 10c. per bbl. both on English and Belgian.

PLAIN WIRE—There is very little trade in wire of any kind. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

BARBED WIRE—Continues as it was last week. We quote: \$3 per 100lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Trade has been fair in wire nails, but the reduction in price has not appreciably increased the demand. Discounts are: 75, 10 and 2½ f.o.b. in this province, 75 and 10 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

CUT NAILS—There is a fair enquiry for cut nails. The base price is unchanged at \$2.75 f.o.b. Montreal.

HORSE NAILS—Demand for these has been fairly active and the volume of business rather larger than last week. Discount is 50 per cent.

HORSESHOES—There has been a good demand for horseshoes. We quote: Iron shoes, \$3.50; steel shoes, XL 304, \$4.50; ditto 0 and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—Continue as last reported.

SCREWS—Experience a fair enquiry. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Only a mod-

erate business noted at 10 to 12½ per cent. discount.

TIRE BOLTS—Quiet and steady at 65 and 10 per cent. off.

IRON RIVETS AND BURRS—Stove bolts are the only line enquired after. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER AND TINNED RIVETS—Quiet; copper at 50 and 10 per cent. and tinned 65 and 5 per cent.

ROPE—Very little doing in rope. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CUTLERY—There are quite a few sorting-up orders for cutlery and some of them have been for considerable lots of goods.

SPORTING GOODS—Business continues of the gradually shrinking kind in this line.

CHURNS AND CLOTHES WRINGERS—There is little demand for either article. Discounts on churns are 70 per cent. and the base on wringers \$26.50.

TOOLS—Draining tools still contribute their share of all orders going out, also scoops and snow shovels.

AXES—There is a good demand for axes at \$5 to \$9 as to quality, etc.

BUILDING PAPER—Prices are steady with a fair demand this week. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, \$1.40 to \$1.50.

SKATES—Orders for these have increased this week, if anything, especially for the different patterns of hockey and racing skates which are permanently attached to the boot.

BELTING—Quiet and steady at 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—The winter basis is now established on cement, which entails an advance of 10c. per bbl., and we quote: English, \$2.05 to \$2.15, and Belgian, \$1.90 to \$2.

FIREBRICKS—Are \$1.50 higher, at \$17.50 to \$22.50 per 1,000.

METALS

The general tendency on heavy material is towards higher values. This is especially the case in galvanized iron, tin and Canada plate, etc., stocks of which are extremely light, while to import fresh supplies necessitates a decided increase in cost laid down here. Pig iron also is firm; in fact, every line is the same except bar iron.

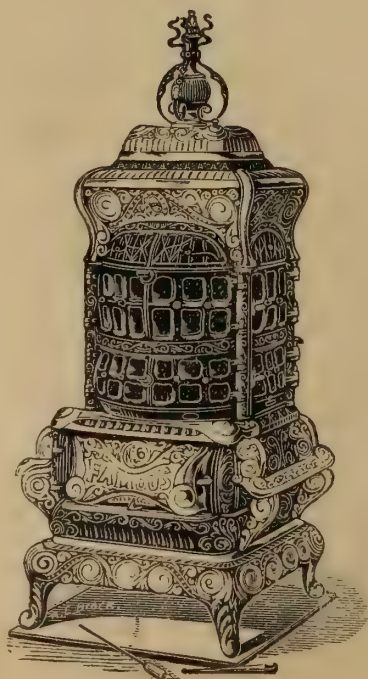
PIG IRON—The firm feeling in pig iron noted last week is fully maintained, and quite a few small lots have moved at the outside figure. We quote as follows: Hamilton, \$18.25 to \$18.50 for No. 1, and \$17.25 to \$17.50 for No. 2; Ferrona, \$17 to \$17.50; Siemens, \$17 to \$17.50; Summerlee, \$20; Carron, \$20; No. 1 Ayrshire, \$19; Eglinton \$18, and Carnbro', \$18.

BAR IRON—This line continues quiet, and it appears that there still are sellers who ignore the strong position elsewhere, who have shaded prices recently 5c. However, in a regular jobbing way we quote \$1.45 to \$1.55.

BAND IRON—Sales of domestic band iron have been quiet at \$1.75.

HOOP IRON—There is a fairly good enquiry for hoop iron. We quote the base price at \$2.25.

SHEET STEEL—Stocks are very light here, and prices are firmly held at \$2.60 to \$2.75.



FAMOUS BASEBURNER

The handsomest and best working stove of this class in America.

Construction of flues gives it a greater heating capacity than any other.

Entire base radiates heat.

Immense radiating surface secures economy in fuel.

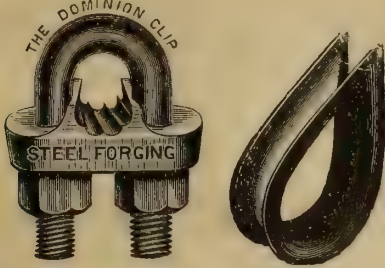
Made in two sizes, with and without oven. Oven is made with the flues same as in cooking stove.

Double heater attachments. A triumph of art and utility.

The McClary Mfg. Co.

LONDON TORONTO
MONTREAL WINNIPEG VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES
MANUFACTURED BY
THE DOMINION WIRE ROPE CO. LTD.
164 St. James Street
Send for 1896 Catalogue) **MONTREAL**

The Material

We use for the manufacture of our "C" brand horseshoe nails is a superior quality of Swedish charcoal iron nail rods, which are especially selected and made for the purpose. Quality is our first consideration in the material we use. We could not make good horse nails out of cheap stock. The buyers of our "C" brand horse nails can rest satisfied that they are getting the best value for their money, and giving their customers a nail that is bound to satisfy the most critical. Our name and trade mark (the letter "C") is on each box.

CANADA HORSE NAIL CO.
Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

... Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.
of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

SHEET IRON—There is no change in it. Stocks are in small compass, concentrated in few hands and firmly held at \$2.50.

TINNED IRON—Dull, as last noted, at \$5.75 to \$6 as to grade.

GALVANIZED IRON—Prices are firmly held, while demand is good, and sellers with small stocks on hand are operating very carefully.

LEAD PIPE—Quiet, as noted last week. We quote 7 to 7½ c., with 30 and 5 off.

SOIL PIPE—There is no activity in these. Discounts are 60 and 5 per cent.

PIG LEAD—Only a few large sales are noted at our inside price. Other demand was slow at \$3.25 to \$3.35.

PIG TIN—There is no change in the movement from last week. We quote 15 to 16c.

INGOT COPPER—Trade quiet, but prices are steadily held at 13c.

SHEET COPPER—Fair jobbing enquiry is noted at 17c.

IRON PIPE—Business is fair in iron pipe. Discounts are ¾ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Quite a few orders for Canada plates are noted this week. Dealers have discovered that their stock is light and are trying to replenish it. The tendency is higher, and to lay down any fresh supplies entails a considerable increase over ruling spot values. We quote prices firm at \$2.55 to \$2.65.

TIN PLATES—There has been an active demand for tin plates, and it is now discovered that stocks generally are low. As a result of this and the fact that fresh importations necessitate a considerable advance, prices are firmly held. We quote: Coke, I.C., \$3 to \$3.25; coke wasters, \$2.70 to \$2.80; charcoal, I. C., Alloway. \$3.25; do, I.X., \$3.80 to \$3.00; P. D. Crown, I.C., \$3.75; do, I.X., \$4.50.

TERNE PLATES—Continue steady at \$5.85 to \$6.25, as to grade.

BOILER PLATE—Steady at \$1.85 to \$1.90 for Dalzell and equal.

SOLDER—Quiet at 11½ to 12c.

SHEET ZINC—Remains as last noted at \$5 to \$5.25.

SPELTER—Quiet; Silesian has sold steady at \$4.50 and Ville Montagne at \$4.75.

ANTIMONY—Continues quiet at 10c.

GLASS.

The glass market was steady and unchanged. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

There is no change in this line, business ruling quiet, most of the houses having commenced stock-taking. Prices all round continue firm.

WHITE LEAD—Dull, but steady. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Without change. We quote: Pure, 4c. in casks, and 4¼ c. in kegs; No. 1, 3¾ c. in casks, and 4c. in kegs.

LIQUID PAINTS—Quiet, as last noted.

W. G. HARRIS

Wholesale Buyer

... of ...

SCRAP

BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank: Toronto.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. MONTREAL

R. DILLON,
Hardware Specialties,
OSHAWA, ONT.

A Good Varnish Trade Pays...

The only way to get it is to handle Varnish you can be sure of every time—a Varnish that is the same, whether you buy it in Summer, Winter, Fall or Spring. The trouble with most Varnishes is not so much that they are not good, but they are not **ALWAYS** good—they lack uniformity.

Once you get a Varnish from us that suits, you can always depend upon getting the exact same article when you order again.

The Cottingham Varnish Co.

LIMITED

Mrs. Pratt & Lambert Varnishes

Montreal.

LINSEED OIL—Continues as noted last week. We quote: Raw, 47c., and boiled, 50c. net 30 days; 5 and 10 barrel lots 1c. per gal. less.

TURPENTINE—Without feature, prices ruling steady at 44c. in single barrels; 5 barrels 1c. less, net 30 days.

SEAL OIL—Continues steady at 52½c.

CASTOR OIL—There is no change in castor oil, which we quote at 9½ to 10c.

NAVAL STORES—Quiet. We quote as follows: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is no change in these, business ruling quiet. We quote as follows: Sulphur flour and roll sulphur, \$1.75 to \$2.25; soda ash, \$1.25 to \$1.50; bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; Sicily sumac, \$50 to \$60 per ton.

HIDES.

Beef hides are quiet and steady at 8, 7 and 6c., according to grade; lambskins are 15c. higher, 75c. each.

PETROLEUM.

Demand for petroleum continues active, but prices are somewhat lower this week. We quote: Canadian, 16c. and American 18½c., in single barrels; car lots, of course, being had for less money.

ASHES.

No change to note in ashes. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

COAL.

There is no change in coal. We quote: Stove and chestnut, \$6; egg \$5.75; Scotch grate, \$6; Scotch steam, \$4 to \$4.50, and Lower Port steam, \$3.75 to \$4.

MONTREAL NOTES.

Cable advices from England continue very firm on white lead.

The decline in linseed in the States has not affected the spot price and is not expected to now.

Canada plates are firmly held, and 10c. per box higher than last week.

The largest consumers of tin plate ordered heavily recently, and the fact developed generally light stocks.

Cement is now on the winter basis, viz., 10c. per cask higher than last week, both on British and Belgian.

ONTARIO MARKETS.

TORONTO, Dec. 4, 1896.

HARDWARE.

TRADE this week seems to have shown a slight improvement over last week, orders coming in quite freely for general assortments of hard and tin ware. No falling off has been reported in the business in fall and winter supplies, such as snow shovels, sleigh bells, skates, cow ties, rope halters, etc. In plumbers' supplies trade is picking up slowly, principally on country

account, but the prospects do not seem much brighter for the city.

ORDINARY FENCE WIRE—Quiet. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Quiet. We quote: Tinner's, coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—A slight improvement is to be noted this week, but trade is still far from satisfactory. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Trade is moderate. The reduction in prices does not seem to have increased the demand to any extent. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and 2½ per cent.; Maritime Provinces, 75 and 7½ per cent.; British Columbia, 75, 10 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS—The improved movement of last week continues. Base price \$2.75 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is fair and rather better than a week ago. Discount, 50 per cent.

HORSESHOES—Trade not as good as it has been, but still fair. Prices firm. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Usual demand. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is moderate. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Trade is quiet. Discount, 60 per cent.

RIVETS AND BURRS—The conditions are unchanged. We quote as follows: Stove bolts, 60 and 10; black and tinned tinner's rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50 and 10 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Quiet. Discount, 17½ per cent.

ROPE—There is not much doing. We quote Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—A fair sorting-up trade is still being done. There has been practically no buying on Christmas account.

SPORTING GOODS—There is an increased demand for guns and rifles. In other supplies the situation is the same as last week.

CHURNS—Business is moderate. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

CLOTHES WRINGERS—Trade is fair. We quote \$26.50 for small quantities.

TOOLS—Trade is still fair in spades, shovels, snow shovels and draining tools. Snow shovels are going out freely at \$2.60 to \$2.75.

AXES—A good many small orders are still being received. We quote \$5.25 to \$9.

BUILDING PAPER—Being regularly called for at same prices. We quote: Plain building, 30c. per roll; tarred lining, 40c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

FALL SPECIALTIES—Trade fair.

SKATES—Trade is active with a good demand for both the hockey and the ordinary Acme skates.

CEMENT—Trade is dull. We quote: Portland, \$2.50 to \$2.75; Ontario, \$1.10.

GRANITE AND TINWARE—A slight improvement.

LEATHER BELTING—Quiet. We quote: Standard, 45 and 10 per cent; extra, 40 per cent.; agricultural, 55 per cent.

METALS.

The trade in general can only be considered as moderate, as dealers throughout the country are purchasing only for their immediate wants. Import orders in this line are being freely booked for delivery early next year.

PIG IRON—The situation is unchanged. Domestic is nominally worth \$15.50 for No. 2 and \$15 for No. 3, in 100-ton lots Toronto.

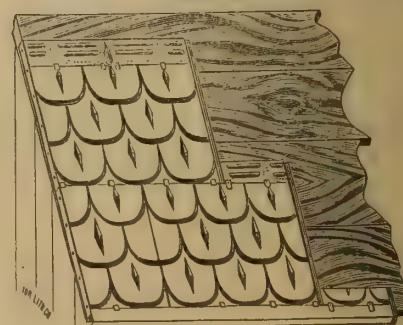
BAR IRON—Small orders. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is fair. We quote \$2.25.

SHEET STEEL—Situation unchanged.

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of
Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—A slight improvement noted. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—Stocks are low and trade is fair. Gordon Crown, 28 gauge, is quoted at 4½c., and Queen's Head at 4¾c. Case lots are ¼c. less than the above figures.

TINNED IRON—Still quiet. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6½ to 7¾c. per lb.

LEAD PIPE AND TRAPS—Trade is quiet. We quote as follows: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Still quiet. Discount, 60 and 5 per cent.

PIG LEAD—No large sales are reported, but the demand is moderate. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT TIN—Business fair. We quote: 15 to 16c. according to quantity.

INGOT COPPER—Trade is quiet at 12 to 12¼c.

SHEATHING COPPER—The demand has been fair. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Trade still brisk at the same price. Jobbers' discounts are as follows: ¼-inch, 65 per cent.; ½ to ½-inch, 67½ per cent.; ¾ to 1-inch, 70 and 5 per cent.; 1¼ to 1½-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, ½ inch, 47½ per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—Business continues fair. We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—A further increase in the demand is to be noted. Prices quoted last week have been well adhered to. We quote: \$2.50 for half-polished and \$2.50 to \$3.25 for all-bright, according to quality.

TIN PLATES—Cokes have again advanced, 14 x 20 being quoted at \$3.15 a box, and other sizes in proportion. In charcoal tin, trade is fair with prices firm and having an upward tendency.

COIL CHAIN—There is no special feature to note. We quote: ¼ in., 4½c.; ¾ in., \$3.70; ½ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Only a few boxes are being called for. We quote: I C, \$6; I X, \$8.

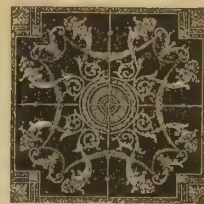
SHEET ZINC—Still active at firm prices.

Embossed Steel Ceilings

—ARE—

**PERMANENT,
FIRE-PROOF,**

**DURABLE,
ORNAMENTAL.**



Quality and Fit Unequaled

Will not stain, crack, nor fall off; a ceiling that is not a sham; real panels, real decorations, real mouldings—not painted ones—made of steel, not crumbling plaster nor inflammable wood.

YOU CAN MAKE MONEY HANDLING THESE GOODS.

METALLIC ROOFING CO., LTD. Manufacturers... King St. W., Cor. Dufferin, **TORONTO**

We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Trade quite and prices steady. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL

Business continues pretty brisk, but local dealers report no change in prices. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt.; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c. per lb; bottoms, 7½c.; new light, 7¾c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

Business is quieter than ever, with no change in the matter of selection. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

There are no material changes in the situation or alterations in prices and record except, perhaps, in castor oil, which has made another advance in Calcutta, to figure which means 10c. per lb. when laid down here. For no apparent reason turpentine fell off half a cent in the south.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

UNITED STATES MARKETS.

NEW YORK, Dec. 4, 1896.

PIG TIN.—The market was slightly weak in tone under the influence of very tame London advices and in the place of rather more favorable statistics as to supplies on this side of the Atlantic. Purchases could have been made easily at 12.95c. f.o.b. here, and probably 12.90c. prompt or current month delivery. In speculative quarters future deliveries are still at more or less discount. According to data posted on the New York Metal Exchange the visible supply for Europe and America was about 33,303 tons on November 30, a decrease of 180 tons during the month. It is estimated that 1,896 tons have arrived here the past month, and the consumption is believed to have been over 2,100 tons.

COPPER—There is nothing unusual in the way of business in this metal at present, but negotiation involving considerable quantities of the metal is under way and the tone of the market is decidedly firm. Probably outside lots of Lake Superior ingot may be secured at 11¾c., if, indeed, not at 11¼c., but the mining companies as a rule are strong at 11½c. On 'Change a sale was recorded of 25,000 pounds at 11¼c. for December delivery. Electrolytic is quoted at 11¼ to 11¾c. and casting stock at 11 to 11¼c., according to brand.

PIG LEAD—Dealings are not remarkably heavy at present, but considerable business

transpires quietly and prices move quite steadily, though slowly, in the upward direction. Carload lots were sold at 3.07 1/2 c. to 3.10 c., according to delivery, and those figures fairly reflected market value at the close. London cable quoted £11 13s. 9d. for soft Spanish.

SPELTER—The market is very firm on the basis of 4.25 to 4.35 c. for good western brands, with offerings moderate in this quarter and the demand moderately active. London cable quoted £17 17s. 6d. for good merchant brands.

ANTIMONY—The market is fairly firm in tone but quiet. Regulus quoted at 7 1/2 c. for Cookson's, 6 1/2 to 6 3/8 c. for Hallett's and 6 1/2 c. for Japanese.

TIN PLATE—Business is on a moderate scale at present and the market rather weaker below the surface than above, yet not in shape that would warrant any change in quotations. On American cokes quotations would probably be shaded 5c. or more by some manufacturers.

IRON AND STEEL—The general market is quiet. Sales are running rather light, the demand is spiritless and buyers not infrequently secure special terms.

HARNESS WORTH FORTUNES.

"I HAVE, not once, but many times, known thousands of pounds to be spent on a single set of harness, and I may tell you that at least two orders given in London—for a great part of the first-class harness for the whole world is made in England—in respect of the coronation of the Czar of Russia, came to quite £2,000 each," said the manager of one of the most fashionable harness makers in England.

"Before speaking of these, however, I should say to you that there are few articles which admit of more luxurious mounting than harness, and from £100 to £500 is by no means an uncommon price to pay for any sort of ceremonial harness, where many sets are required.

"But there are several historical sets of harness which have cost ten or more thousands of pounds the set. The former sum was paid for the harness of the first Napoleon, and that of Napoleon III., which I remember well, included in the making no fewer than 170 dozen morocco skins, besides magnificent gold work of every description. I have heard of small parts of this harness being sold at all sorts of places, and a year or two back I was offered a portion, with gold work upon it, for a few pounds. Lord Lonsdale—who has whips, historically interesting and magnificently mounted, alone to the value of some thousands of pounds—bought this same piece. But I could go on for a long time, telling you of magnificent harness. I call to mind one specimen, given by a Russian to a French actress, which had precious stones as well as gold work upon it.

"Quite recently, the Khedive of Egypt

UNIFORMITY

Our reputation for 30 years
ANY MAKER can produce
good files
OCCASIONALLY

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.
NICHOLSON FILE CO.
PROVIDENCE, R. I., U.S.A.

NICHOLSON
files are NOT
OCCASIONALLY good;
they are ALWAYS good.

✻ ✻ ✻ They are UNIFORM. ✻ ✻ ✻

placed a £2,000 order for harness in London, chased gold buckles and gold embroidered pad cloths being features in this; but, to my knowledge, both the late Maharajah Dhuleep Singh and the present Gaekwar of Baroda have paid much larger sums for similar articles made here.

"A portion of the Czar's coronation harness order was placed in England, and the many sets of harness cost thousands. Besides gold, morocco skins, and jeweled coats of arms, a huge quantity of ostrich feathers were required, for each of 148 horses sported a splendid plume. Our ambassador, Sir Nicholas O'Connor, ordered new harness, costing a very large sum, and the Italians placed a very large order here in connection with their representative's appearance at the coronation."—London Tid-Bits.

NATURAL GAS IN CANADA.

THE Natural Gas and Oil Co., of Ontario, grew out of the Ontario Natural Gas Co., which bored the pioneer well near Kingsville in 1888-9, striking gas January 29th of the latter year. The new company is really the old one with a new name, and has for its president Hiram Walker, for its managing director Dr. King, and for its general superintendent S. T. Copus, with head office at Walkerville. The total number of producing wells owned by the company Nov. 22nd, 1895, is 14, located in the townships of Gosfield and Mersea, south of the second concession line of both townships. Their depth averages about 1,000 feet, the deepest being about 1,050 and the shallowest 980 feet, varying according to the thickness of the surface drift. The gas-producing region as far as proved has a width of two miles from the lake northward, by a length of 20 miles east and west. The total capacity of these wells is computed to be 60,000,000 cubic feet per day of 24 hours, but only a certain number of them are allowed to flow; indeed, at this date only six are connected with the pipes, but others will be joined very shortly. Then the intention is to use groups of wells alternately. A pipe line of eight inches diameter along the track of the Erie

Railway was commenced in May, 1894, and on August 1 gas was delivered through it to Walkerville. In September and October of the same year a pipe service was laid down in Windsor, and the total length of line from the field to Windsor is 35 miles. On November 30 connection was made with Detroit, where the gas is used chiefly for domestic heating and cooking purposes. In Windsor and Walkerville, where there are over a thousand services, it is used for steam-making in Walker's distillery, in breweries and salt works, and by the Electric Railway Co., the Electric Light Co., and the city waterworks, and generally for domestic purposes, but not for lighting. A second pipe line was laid down last year and finished in October. It is a telescope pipe, one-half or a little more of its length being 8 inches and the section 10 inches in diameter. This has been laid down along the public highway instead of along the railway track, and is consequently less liable to be jarred and broken by passing trains. It is also shorter than the first line by about five miles. A record is made every half-hour of pressure at the field, as well as of temperature and of the force and direction of the wind, and this record is telegraphed to the head office to be compared with a similar one kept there. From the time that the pipe line was opened it is stated that the rock pressure has been steadily maintained at 410 pounds per square inch.

The Essex Standard Oil Co. has bored three wells in the same territory as the Natural Gas and Oil Co., but had not commenced to supply gas for consumption. Mr. Edward Harris, of Kingsville, is the manager. The Kingsville Gas Co. supplies that village. A well in Leamington is owned by the corporation.

There are many surface wells in Kent and Elgin, especially in the townships of Harwich, Horward, Orford, and Aldborough, but the supply of gas serves only for private use. In the northwestern part of Aldborough, near the limits of the old Bothwell oil field, there are 25 or 30 of those wells, which supply fuel to the farmers on whose lands they are.—Canadian Mining Review.

ACETYLENE GAS TESTS.

LAST May an acetylene gas generator was patented by some residents of Minneapolis, Minn., and placed on exhibition preparatory to the sale of state rights. Mr. J. H. Enright, of Meridian, Miss., a short time ago visited the plant, and, in a communication to a technical journal, he gave the results of his investigation. The following is his description of the generator given by a contemporary: "Imagine two meter provers connected together with a $\frac{3}{4}$ -inch pipe, the pipe entering the bottom of each and rising a few inches above the water line of the centre of each prover, the same to act as an inlet or outlet from the holders, as the occasion or safety might demand, care being taken to have a drip pot connected on the low point of the pipe, to permit of the easy removal of condensation, etc. Now insert another $\frac{3}{4}$ -inch pipe in the bottom of the prover selected for the receiver, to act as an outlet for your gas to the burners that are to be supplied. The other receiver can be transformed into a generator by cutting a hole in the top of the drum, $6\frac{1}{2}$ inches in diameter, and inserting a cylinder one foot long and six inches in diameter, the bottom of same to be opened or closed at will by means of a cap or lid attached to a spring lever, the handle of same projecting from the top of drum. The top opening is closed in the same way, and made tight by means of a clamp and screw. Then place a wire screen over the entire bottom, on the inside of drum, about one foot up in the drum from its lower edge, to act as a repository or resting place for the carbide, when the latter is dropped out of the little cylinder into the water, care being taken to attach three small travelling chains, at equal distances apart, on the top of each holder, the chains to be of same length as holder and fastened to sides of provers, same to be taken up or shortened in the hooks, according to depth of seals that you would be compelled to maintain to guarantee safety from leakage caused by the breaking of seals."

He, Enright, was given permission to experiment with the apparatus for one hour, an account of which he gives as follows:

I selected the hour from seven to eight one evening, stipulating that the apparatus should be absolutely clear of carbide or the gas therefrom. I placed an accurate meter on the outlet, leaving in line the five burners used by the agent, each said to consume $\frac{1}{2}$ foot of acetylene gas per hour, and weighed out two pounds of carbide, charging the generator with same. The gas was immediately on hand. I lighted all the burners, and found, after waiting an hour for the charge to exhaust, that exactly ten cubic feet

of gas had been made, or a yield of five cubic feet to the pound of carbide. I then disconnected the meter and placed an accurate burner tester on the outlet of the generator, attaching one of the $\frac{1}{2}$ foot burners on the outlet of tester, recharged the generator and found that the burner consumed two cubic feet per hour.

The pressure from generator while in action was exactly 30.10; and the residuum from the carbide was shown to be at least 10 per cent. The loss through condensation could not be determined in so short a space of time and with so small a quantity of gas; nor could I accurately determine the candle power; but I feel safe in saying that it was about 60. On the succeeding night I put five Welsbach burners in the same place, each consuming two cubic feet per hour of 20-candle coal gas, keeping them alight one hour. In that time they consumed ten cubic feet of 20-candle coal gas and developed a light of 60 candle power. All of the gentlemen in whose interest the experiment was made fully admitted that the room was better lighted by the Welsbach than it was when acetylene gas was used. Now, for the cost of acetylene gas, manufactured in the way noted, with calcium carbide at \$100 per ton, or five cents per pound (the agent's figures), as compared with 20-candle coal gas, at \$2 per 2,000 cubic feet:

	Carb. Ca.c.	Gas made.	Burners in use.	Compound per burner per hour.	Time.	C. P.	Cost.
	lb.	cu.ft.		cu.ft.	hr.		Cts.
Acetylene gas....	2	10	5	2	1	60	10
Coal gas, Welsbach burners	—	—	5	2	1	60	2

You will also notice that carbide sold at \$100 per ton, as given by the agent to be the cost of same, and yielding five cubic feet to the pound, the cost of acetylene gas generated in this manner would be exactly \$10 per 1,000 cubic feet, or just five times the cost of coal or water gas at \$2 per 1,000, with lighting results precisely similar. The above figures also show that carbide would have to be sold at \$20 net per ton, to allow acetylene gas manufactured in this way to compete on equal terms with coal or water gas at \$2 per 1,000.

GOLD INDUSTRY OF NOVA SCOTIA.

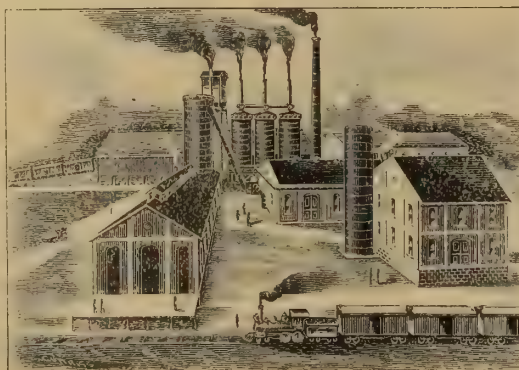
There is so much booming being done of the gold fields of Kootenay, B.C., and Rainy River and Lake of the Woods district, in Western Ontario, that people are apt to lose sight of the fact that there are several rich gold fields in Nova Scotia, while new fields are being discovered, and that wherever gold mining in this province has been carried on by practical men, and prosecuted skilfully and perseveringly, good returns have invariably been received. These facts should be borne in mind by people who have spare cash to invest in gold mining. While Nova Scotians must feel gratified at the development of the rich mineral wealth of the western provinces of Canada, their first duty, if they have money to invest, is to give their native province the preference. There is no valid reason why the development of our gold fields should not be pushed more vigorously and successfully than has ever been done in the past. We don't want a boom in mining stocks—such things often end in disaster; but we do want a vigorous, intelligent and scientific prosecution of gold-mining, such as will indicate that our people have faith as they are warranted in having in the gold-producing capabilities of this province.—Chronicle, Halifax.

THEILE & QUACK'S HOCKEY SKATES.



LAMPLOUGH & McNAUGHTON, - MONTREAL

Stock of these on hand in Polished and Nickel Plated.



The Hamilton Blast
Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of

HIGH GRADE

Of....

PIG IRON.

ESSENTIAL OILS IN SICILY.

THIS is a very important industry in Sicily where the abundance of raw material naturally renders the manufacture of the so-called oil of lemon, orange, etc., a very profitable undertaking, says Imperial Institute Journal. The quantity of these essential oils shipped to all countries during the year 1895 was 83,622 lbs., valued at £23,524, and the large proportion of 70,550 lbs. out of this quantity was taken by Great Britain, the value of the same being £19,000. The figures for 1894 were: Total 115,538 lbs., worth £29,356; and to Great Britain, 100,560 lbs., valued at £25,550. However, it should be mentioned that in this instance at least the Customs house valuation is apparently greatly in excess of the actual market value of these essences. A few words may not be out of place regarding the manufacture of the essence, "oil" of lemon, otherwise "essence" of lemon. The same process is followed in the preparation of "orange" and "bergamot." The "essence" is simply the essential oil contained in the yellow rind of the fruit of the lemon tree (*citrus medica*) and is obtained by pressure, either manual or mechanical, the former being the usual and preferable method. It is asserted that the oil is more aromatic when expressed by hand, and the essence thus prepared is generally quoted at a higher price than the machine-pressed article. In Palermo the essence is all pressed at night. The workmen receive a supply of rinds which are not peeled off in strips; the pulp of the lemon is simply cut out, leaving the rind nearly entire. These are equally distributed among gangs, with a foreman to each. The operator holds two sponges between the fingers of the left hand, and presses out the oil into the sponges with his right hand. The liquid thus collected is expressed into one of two earthenware receivers with which each man is provided. A considerable proportion of the product thus obtained consists of lemon juice left adhering to the rind, together with more or less of the pulp; these being heavier than the oil, collect in the lower part of the receptacle. As the first of the receivers becomes full the workman blows the floating oil into the second jar, through a species of channel formed in the side of the first, and when no more of the essential oil is transferrable by blowing, the remainder is carefully absorbed with a sponge and thence squeezed into the second receptacle which contains an almost pure product. The essential oil still remaining in the rinds is, by some manufacturers, extracted by distillation, and forms a second quality of "essence"; by others it is expressed by subjecting the "fécie" (as the

exhausted rinds are called) to mechanical pressure in bags. To ascertain, however, if the oil has been thoroughly squeezed out by the original hand process, the rinds are tested by the foreman, who presses the supposed exhausted peel into the flame of a candle, when, if any combustion is visible, it shows that the pressers have not done their work thoroughly. The oil obtained by the foregoing process, after careful filtration through paper, is ready for shipment in the usual copper vessels holding 100, 50, 25, 12, 5 and 2 lbs. each. Oil of lemon is a fluid of a beautiful yellow color, having a specific gravity of 0.8517. When distilled with water till three-fifths of the oil have passed over it is obtained in a colorless state, and having a delicious odor of the fruit, which is decidedly injured by distillation.

SELF-CONTROL.

Burns exercised no control over his appetites, but gave them the rein:

Thus thoughtless follies laid him low
And stained his name.

"The first and best of victories," says Plato, "is for a man to conquer himself; to be conquered by himself is, of all things, the most shameful and vile."

It is a good plan to form the habit of ranking our various qualities, marking our strongest point 100 and all others in proportion, in order to make the lowest mark more apparent, and enabling us to try to raise or strengthen it. A man's industry, for example, may be his strongest point, 100; his physical courage may be 50; his moral courage, 75; his temper, 25; with but 10 for self-control—which, if he has strong appetites and passions, will be likely to be the rock on which he will split. He should strive in every way to raise it from one of the weakest qualities to one of the strongest. It would take but two or three minutes a day to rank ourselves in such a table by noting the exercise of each faculty for the day. If you have worked hard and faithfully, mark industry one hundred. If you have lost your temper, and, in consequence, lost your self-control, and made a fool of yourself, indicate it by a low mark. This will be an incentive to try to raise it the next day. If you have been irritable, indicate it by a corresponding mark, and redeem yourself on the morrow. If you have been cowardly where you should have been brave, hesitating where you should have shown decision, false where you should have been true, foolish where you should have been wise, tardy where you should have been prompt; if you have prevaricated where you should have told the exact truth; if you have taken the advantage where you should have been fair, have been unjust where you

should have been just, impatient where you should have been patient, cross where you should have been cheerful, so indicate by your marks. You will find this a great aid to character building.

That man has conquered his tongue who can allow the ribald jest or scurrilous word to die unspoken on his lips, and maintain an indignant silence amid reproaches and accusations and sneers and scoffs. "He is a fool who cannot be angry," says English, "but he is a wise man who will not."

Did you ever see a man receive a flagrant insult, and only grow a little pale, bite his quivering lip, and then reply quietly? Did you ever see a man in anguish stand as if carved out of solid rock, mastering himself? Have you not seen one bearing a hopeless daily trial remain silent and never tell the world what cankered his home peace? That is strength. "He who, with strong passions, remains chaste; he who, keenly sensitive, with manly power of indignation in him, can be provoked, and yet restrain himself and forgive—these are strong men, the spiritual heroes."

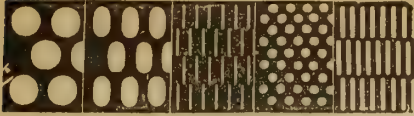
It was the self-discipline of a man who had never looked upon war until he was forty that enabled Oliver Cromwell to create an army which never fought without annihilating, yet which retired into the ranks of industry as soon as the Government was established, each soldier being distinguished from his neighbors only by his superior diligence, sobriety, and regularity in the pursuits of peace.

How sweet the serenity of habitual self-command! When does a man feel more a master of himself than when he has passed through a sudden and severe provocation in silence or in undisturbed good humor?—Architects of Fate.

MR. HARDY'S ILLNESS.

HARDWARE AND METAL regrets to say that Mr. J. Hardy, of the firm of R. & T. Jenkins, secretary-treasurer of the various hardware associations, returned last week from Montreal suffering from inflammatory rheumatism in the eyes and feet. The eyes are nearly better, but he does not expect to be out of bed for some time yet.





Perforated Metals

In Steel, Iron, Brass, Copper, Zinc, Tin.

We issue special Catalogues for this line, with full size cuts of perforations.

Manufactured by

The B. Greening Wire Co. Ltd., HAMILTON, ONT.

EASTERN DEPOT: 422 ST. PAUL STREET, MONTREAL, QUE.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

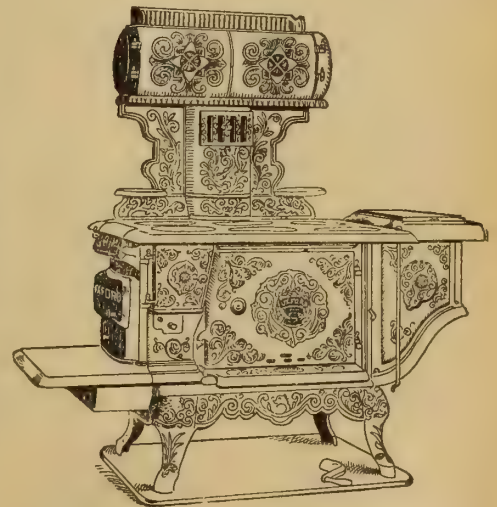
WE STOCK:

Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

No matter how high a Stove ideal your customers have, they will be perfectly satisfied with our **OXFORD** lines.

The DUCHESS OF OXFORD

Is a Range fitted with all the newest and best mechanical improvements, including the Patent Duplex Flue, not found in other stoves. Made in a full line of sizes and styles.



The OXFORD AIR-TIGHT

Is a Double-Heater of the very newest design, made in different sizes, with or without the oven, powerful and handsome. It is one of our Stove triumphs.

SEE FULL DETAILS AND PRICE LIST IN OUR CATALOGUE

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL



RETURNED
for 22/197
J.M.A.

THE CANADA PLUMBER AND STEAM-FITTER

THE Manufacturers' and Jobbers' Association of Toronto met the other day and conferred with the plumbers and steam-fitters of the city at the office of the Steel Clad Bath Co. The latter submitted for the consideration of the manufacturers and jobbers certain resolutions relating to the trade, generally known as the "Baltimore Act."

Nothing definite arose out of the conference. The manufacturers and jobbers refused to adopt the "Act," holding that the resolutions previously adopted by them were more favorable to the plumbing trade and more practicable as far as the manufacturers and jobbers were concerned.

It is understood that the Montreal manufacturers and dealers have also refused to endorse the resolutions adopted at the Baltimore convention.

The manufacturers' and jobbers' contention is that the terms of the resolutions, though practicable in the United States, where the plumbers and steam-fitters are two distinct classes, are inapplicable to existing conditions in Canada, where the two trades are commonly amalgamated.

Another meeting of the Manufacturers' and Jobbers' Association is called for December 9, at the Steel Clad Bath Co.'s offices.

BUSINESS QUIET.

Trade is quiet, as far as Toronto is concerned. No contracts of any importance have been let here during the past week either for city or outside work.

IRON PIPE TO ADVANCE.

An advance of 5c. in the price of wrought iron pipe is reported in the States, and the Canadian market will undoubtedly be thereby affected.

PLUMBERS' PASTE.

A correspondent of Metal Worker writes that journal: Please inform me if paste instead of soil is used by plumbers for wiping joints, and if so how is it made and how used?

In reply Metal worker says: In some sections of the country paste is quite extensively used instead of soil. Sometimes the paste is applied to the pipe in the same way that soil is used, and at other times the paste is used for securing to the pipe a piece of paper to prevent the pipe tinning further than is desired to wipe the joint. It is customary to remove the paper after the joint is wiped and to paint the pipe with soil. In other cases the paste is cleaned off with a

wet cloth and the natural color of the lead left. In The Metal Worker of January 26, 1894, "L.W.T." of Rockport, Mass., gave the following instruction for making paste: Take flour and cold water and mix quite thin, beating all the lumps out. Sprinkle in a little pulverized alum, which will preserve the paste a month or so. Thicken over a fire, but not too quickly. The quality of the paste is improved by the care taken in making it and spending ample time in cooking it slowly.

COIN-IN-THE-SLOT GAS METERS.

The coin-in-the-slot gas meter, says an exchange, seems to have become a permanent and flourishing institution in England. The demand for these devices has been so great of late that for a while meter makers were unable to cope with it, and a number of the London and provincial gas companies were forced to discontinue the supply. One London gas corporation has put out 50,000 penny-in-the-slot meters, and another 30,000, while in Manchester the meters are being sent out from the gas offices at the rate of 800 to 1,000 monthly. The demand is said to be equally great in Liverpool, Birmingham and other large cities. It is said that, as a consequence of the introduction of these meters, cooking is now being done by gas in tens of thousands of homes where smoke-producing soft coal was previously used. The beneficial effect on the atmosphere of the cities is already becoming marked.

A HIGH TEMPERATURE FURNACE.

At the meeting of the Philadelphia Franklin Institute of November 17, there came up for discussion a paper by H. L. Gantt, on a "New High Temperature Furnace." Mr. Gantt's plan is to obtain temperatures higher than those of the Siemens furnace by heating the air of combustion to 3,000 degrees F. The furnace in question resembles the blast furnace, inasmuch as it is a shaft furnace fired with coke and blown through tuyeres, but differs from the blast furnace in the use of regenerators instead of hot blast stoves. At the same time the regenerators are something more than is ordinarily included under that term, for in these chambers there is completed the combustion of the blast furnace gases, in which respect they resemble somewhat hot blast stoves. This, however, is as far as the resemblance goes, for the air used to complete this combustion in the regenerators is hot air, while in hot blast stoves it is cold. To obtain the conditions above enumerated, Mr. Gantt proposes to

build a Siemens regenerative furnace which has for the combustion chamber a shaft to hold the fuel and charge and one set of regenerators. If these regenerators are connected with each other by means of one or more passages near the top, the hot air will be divided into two portions, one of which will pass through the furnace, promoting combustion therein, and the other will pass directly to the outgoing regenerator and complete in there the combustion of the carbonic oxide in the gas to carbonic acid.

KEEPING TRACK OF MATERIAL.

W. E. P. writes to The Plumbing Trades Journal: "As to keeping track of material, I have found, after considerable experience, that about the best way is to take a small book for each contract, and in that book charge every article taken on any contract work, and also charging the time in the same book; then I check up with the estimate and can at once see wherein I was at fault. These books I foot up and file away, which enables me (in case I get a similar contract) to tell to a nicety what the work is actually worth. I also have a time book kept especially for contract work, which is ruled off with the dates and names of the employes, and each day I charge against the contract the hours worked there by each man, which brings the time system down to what I consider nearly correct.

SELL TO PLUMBERS ONLY.

The Master Plumbers' Association of Montreal is engaged on a rather important matter at present. It is an endeavor to induce dealers in plumbers' supplies to confine their sales to master plumbers alone. Contractors, builders, and other small jobbers have the same privileges at present as the regular craft. The Master Plumbers' Association consider this a decided injustice to its members. Accordingly, the Executive Committee have had interviews during the past week or so with several of the leading dealers. Some of the largest of these have already signed the draft and the committee have great hopes of inducing the remaining dealers to do the same. The only objection that has been made so far is that hard and fast rules are difficult to enforce, and that in the case of a good fat order, some dealers will find it difficult to refuse.

The F. F. Dalley Co. say that their frost-proof ink is in greater demand this season than ever. This ink has stood the test of twenty-five years and has never been excelled for a winter ink.

CURTIS & CURTIS No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

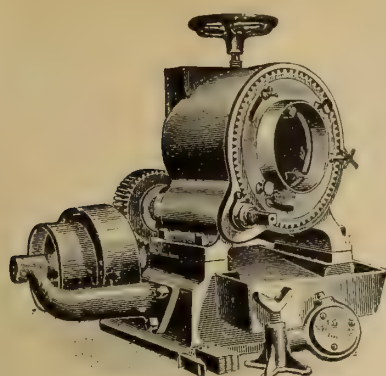
OUR HAND MACHINES are the only portable hand machines in the market with which one man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

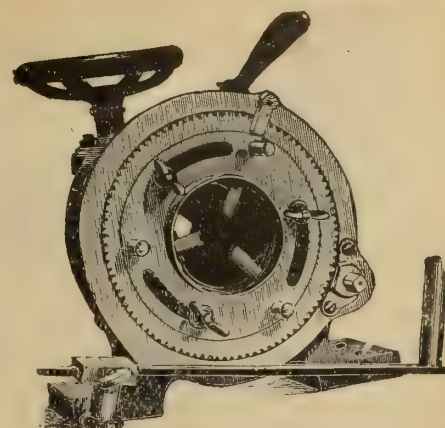
The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from 1/2 to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

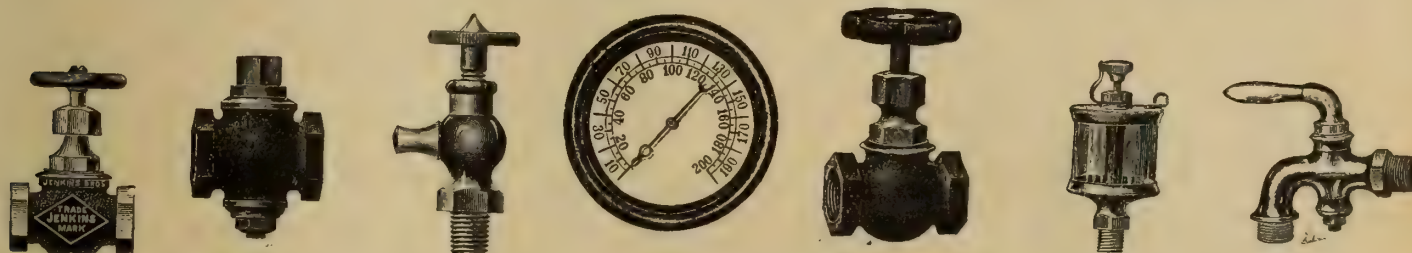
SEND FOR ILLUSTRATED CATALOGUE.



No. 2 Hand or Power Pipe Cutting and Threading Machine.
Range 2 1/2-4-4 inch. R. R.



No. 1 Hand Pipe Cutting and Threading Machine.
Range 1/4-2 inch. R. & L.



FULL LINE OF

OF THE VERY BEST MAKE.
AT THE VERY LOWEST PRICES.

BRASS GOODS

Mechanics Supply Co.

96 St. Peter Street

QUEBEC

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

**Brass and
Iron Goods
Gas and Electric
Light Fixtures**

536-542 Craig Street,
MONTREAL.

**PEARSON'S
PATENT**

Cone Rotary Ventilator



For Baldy Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2 1/2 to 48 inches.

The Montreal Roofing Co.

Sole Manufacturers for the Dominion, Montreal

ARMSTRONG MAN'F'G. CO.

CATALOGUES ON APPLICATION.

WATER GAS AND STEAM FILTERS TOOLS

BRIDGEPORT. CONN.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO CANADA.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

RADIATORS

See our advertisement on front cover
TORONTO RADIATOR MFG. CO.

TRADE MARK
REGISTERED

"JARDINE"

Horseshoe Vises..

One of the handiest winter tools in a shoeing shop. Useful at all times, they are indispensable in winter.

A. B. JARDINE & Co.
HESPELER, ONT.

HOUSEWIFE AND HARDWAREMAN.

DID the thought ever occur to anyone, says New York Hardware, how much the housewife is dependent upon the hardwareman for the many different utensils with which she is enabled to carry on her domestic warfare? If we will but follow her footsteps for just one day it will then be seen how much she owes to the hardwareman for the numerous comforts her household is allowed to enjoy.

To begin with, on entering the kitchen in the morning, she must have a fire; of course, Mr. Hardwareman must furnish the stove, shovel, coal-scuttle, poker and lifter; while the fire is burning up, her kettle is filled and put on to heat; she must then get ready the necessary food for breakfast, for the preparation of which she goes to the closet and gets her pots, pans, griddle, cake-turner, egg-beater, rolling-pin, knives, forks and a host of little things, all of which must be purchased at the hardware store. Her family having partaken of the meal, it becomes necessary to wash these things preparatory for the next one, hence, she must have a dish-pan, a tray and a soap dish, and even the water passes through faucets furnished by her friend. Dishes being washed, she takes her broom or brush and dustpan and cleans up; should any scrubbing be required, her pail and scrubbing brush or mop is brought out, after which she polishes the silver with powder and cloth and then uses the duster with good results. If by chance it be wash-day or ironing-day she must have tubs, wringer, washboard, wash-boiler, clothes line, clothes pins, basket, flat-irons and ironing board, all of which must be furnished by the hardwareman.

In the course of getting her house in order, her sleeping apartment must be arranged; here, if we stop to examine things, we find casters, tacks, knobs on closet doors, hooks for clothing, handles on washstands, and dressing-case, in the drawer of which may be found a curling-iron and possibly a revolver belonging to her husband.

By this time it is necessary for her to get lunch ready. Her husband not being able to partake of this meal at home, she finds it economical to use up the "leftovers;" here she uses her tinplates, saucepans, preserve glasses or jars, all the food being kept between meals in a refrigerator which was also bought of her hardware friend. After clearing off the table, she takes the oil cans and fills her lamps, using her scissors to trim the wicks. Her work in this direction being finished, she then makes preparations for going out, seeing that all the windows are locked and bolts pushed into their sockets; passing out the front door she locks it and puts the key into her pocket-book. After

making several calls she drops into a hardware store and buys a meat cutter, raisin seeder, carpet sweeper, chopping bowl and knife, some nails and a hammer. By this time she finds she must return home. On her arrival there she patronizes the scraper at the foot of the stoop, and then wipes her feet on the wire mat on the top step; entering the house, she nearly tears her dress on a projecting screw which holds a weather-strip on the door. Going downstairs she begins to prepare the dinner when the bell rings and her husband comes in. Again entering the kitchen let us see what utensils she is about to use; first we see a pastry-board, a nutmeg-grater, an apple-parer, a pudding boiler and a steak broiler; on a shelf near by can be seen a corn-popper, an ice pick, muffin rings, a gem pan, and a number of other tin and iron pans of various kinds; over in a corner can be seen an ice cream freezer ready for whenever it may be required.

While she is getting the dinner ready we find her husband has been using the lawn mower, and has placed the hose on the reel so that it will play on some convenient spot while he takes the spade, rake and hoe and fixes the garden up a little, in one corner of which will be found poultry, fenced in with wire netting.

Dinner being served, our housewife and her family sit down to it. Glancing over the table can be seen many things found at the hardwareman's. After the dinner is over, while her husband is getting the bicycles ready for a spin, our housewife sits down in the parlor; here, if we look around, will be seen a few things she has gotten from the hardware store; for instance, picture hooks, picture wire, screw eyes; on the mantel a clock, beneath it andirons; on a table near by a drop-light; in the hall will be found an umbrella stand, and so we might continue to enumerate the many things the housewife gets from the hardwareman's for her comfort.

NEW MOULDING MACHINE.

A press despatch from Buffalo says: Orrin Bryant, of this city, after two years' labor, has invented an instrument destined to revolutionize the moulding industry. It was given a successful test before the public yesterday. The machine demonstrated that it would not only make moulds, but would make them rapidly and evenly, with a finished result superior to hand-made moulds. The invention has been patented in this country, Canada, England, Germany, France, Belgium, Austria and other countries. In the test yesterday in less than 30 minutes 170 moulds for five-foot radiator loops were molded, cores set and delivered at the cupola for pouring iron, without a bad

mould. Expert mechanics pronounce it a wonder. Its operation in some respects is similar to that of the type-setting machine. An expert hand moulder can turn out, with the aid of a helper, about 25 to 30 moulds in a day of 10 hours. The Bryant moulding machine in the same time will make 2,700 moulds and in better shape. The castings, too, are more uniform and there is a great saving in metal. The men interested are Buffalo capitalists. The factory will be located here.

AN OLD SYSTEM REVIVED.

Pompeii, that vault of buried wonders, has revealed to modern explorers of its ruins the existence of an extremely simple, yet equally rational, old-time method of warming buildings. A German architect thinks so much of the plan adopted as to be about re-applying it with extensions to a house of special design, at present in course of erection in the neighborhood of Berlin. The excavation shows a structure in which the walls were all double, the inner being a thin one and made of heat-conducting materials, whilst the outer was thick and non-conducting. In the basement there were boilers of a primitive kind, in which steam was generated and gained access to the space between the double walls. In this way the temperature of the interior room was kept up in cold weather. In the German house, the inner walls are grated, and behind them, as well as behind the ceiling and floors, effectually concealed by ornamentation, steam pipes are placed.—Work.

AN UNDESIRABLE SALESMAN.

There is one shopman, says a writer in To-Day, whom I would gladly change for an automaton. You come across him everywhere. The last time I had the misfortune was in a west-end cutler's, into which I had stepped for a few small steel rings.

"I want some small split rings. Do you keep them?"

He seemed to know exactly what I required, and presently returned with a pleased expression and what at first sight looked like a set of quoits.

"Oh, they're much too large," I said. "Let me see the smallest you keep."

"Perhaps if you would tell me what you require them for——?" he suggested, with a hurt look at my want of confidence.

"Never mind that, let me see the smallest you have," I said.

"We haven't any," he said, doggedly.

"About the size used by jewelers to fasten things on to watch chains," I explained.

He relented. "If you had said at first that you required them for that purpose, sir,——" and he got out the identical things.

"But I don't," I said, incautiously.

He immediately prepared to take them away again, and at the end I believe he regarded the transaction as unprofessional on his part.

BRITISH VS. AMERICAN IRON AND STEEL.

THE London Iron and Steel Trades Journal has been somewhat exercised by reports of sales of iron and steel in the United States for export to the United Kingdom, Japan, Canada, Mexico and elsewhere during the summer and autumn of 1896, but finally persuades itself that American competition in iron and steel will not amount to much after all. It asserts that the United States cannot permanently produce finished iron and steel of equal quality at so low a price as Great Britain, and that the former must therefore sell at a loss, or be beaten in the export. It says, also, that cost of living in the United States is higher than in Great Britain, and therefore the rate of wages is higher and the cost of production higher; that the only possible set-off to this would be a smaller cost of iron ore, which, it is claimed, can be effected, "because in the extreme south of the United States there are mountains of iron ore close to the sea, which ore can be put on board ships at an extremely low price." But this ore has not been analyzed, and "may contain a large percentage of sulphur or phosphorus, and in the second place it has to be carried more than 1,000 miles to the blast furnaces."

The paper named then proceeds to throw cold water on recent sales of American steel ingots, hoops and rails for export. For example, it says one British firm bought from two firms in America experimental lots of steel ingots of 100 tons each for hoop making, and "promised regular orders if the quality turned out satisfactory." This happened some months ago, "but not a single ton has yet been received on this side," and in the meantime freights have been more than doubled, so there is very little chance of the fulfilment of the contract. "Two or three lots of American hoops" sent to India some months ago entailed a loss upon the consignor, while other American hoops sent there, when tested, were reported unsuitable for the trade, and not so good as "common German steel."

It is estimated by English authorities on the cost of making steel rails that the last contract made by an American firm for the supply to Japan will involve a loss to the contractors of at least £1 per ton. Then there is taken into account what our English contemporary is pleased to term the chances of rejection by the Japanese inspector-general, who is "the sole authority for the acceptance or rejection of any parcel or part thereof." In conclusion the London paper is inclined to think that "for some time to come the steel manufacturers of Europe will not have much to fear from American competition in the trade with Japan."



Guaranteed to be the Best Preservative of Metals. Not Vaseline. Will retain its form in any climate. Not affected by heat or cold. Will NOT grow RANCID. Least required to coat work thoroughly. Use it to protect your tools. Largest Tube and Best Quality. Write regarding this or the best Repeating Rifles to

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

"GOOD CHEER"

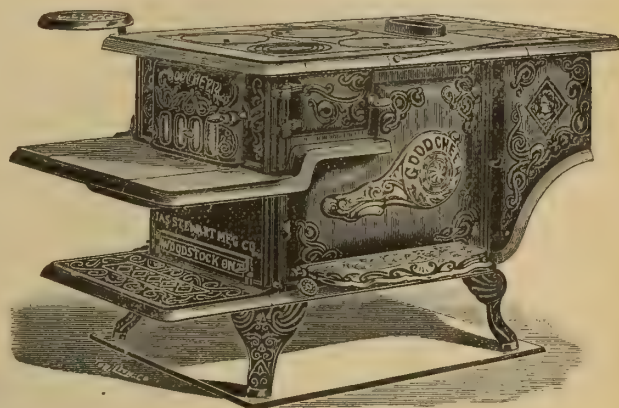
With very Large Steel Oven

(Patented 1895)

Saving Fuel and Baking Perfectly

A Quick Boiling Reservoir and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896), two sizes Square, two sizes Reservoir.



Every 'Good Cheer' Warranted

WHEN ORDERED FOR COAL No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A HEAVY ROOMY COOK equally good for either kind of fuel.

Descriptive circulars on application

THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.

Represented in Manitoba by J. H. ASHDOWN, Winnipeg.

Just a little better than the best.

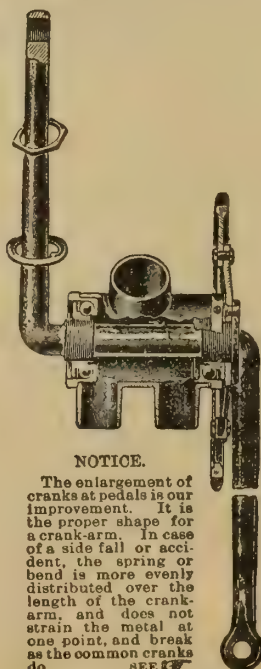
McCREADY

... BICYCLES

ARE FITTED WITH THE

FAUBER SINGLE-PIECE CRANK AXLE

GLANCE AT THIS CUT



NOTICE.

The enlargement of cranks at pedals is our improvement. It is the proper shape for a crank-arm. In case of a side fall or accident, the spring or bend is more evenly distributed over the length of the crank-arm, and does not strain the metal at one point, and break as the common cranks do. SEE CUT

And you will see the advantages of this perfect invention—forged from well tempered piece of solid steel—prevents loose cranks—no sharp corners to interfere with clothing—simple but safe adjustment—neat in appearance. There are infringements—beware of them. Our catalogue will tell you more about the **Fauber Axle**. Mention this paper in writing

The R. A. McCREADY CO., Ltd.

~~~~~Toronto

Agents wanted in unrepresented districts.



## WINDOW DRESSING HINTS.

By J. N. Merrett, Carberry, Man.

HAVING read different articles in your journal on the art of window dressing and received benefit therefrom, I thought it might not be amiss should I try for the first time to contribute some on the same line.

Two of the hardest ups and downs in life are to keep up appearances and to keep down expense; this applies to window dressing as well as numberless other things.

Never crowd your window. Do not give it the appearance that you have all your stock in the window and may have some in the store. The majority of window dressers make this mistake. The more you crowd your window the worse it becomes. No doubt there are exceptions, but they are few and far between. By not crowding the window you keep down expenses and keep up appearances.

It is an easy matter for you to know when your shelves or tables or counters are overloaded. You should also know when your window is overcrowded. Don't, whatever you do, overload or overstock your window. There is no call for it whatever.

A good method to follow is to have a centre-piece. By that I don't mean a statuette or anything like it, but something you want to bring before the public more prominently than anything else. Supposing you had some particular article you wished to display, how would you go about it? Perhaps you would know much better were it not to go in the window. What you should aim to do is to so dress the window that the centre-piece will be kept well in the public eye. Take, for instance, a lamp window. There are plenty of standing lamps that have iron rods running through the bottom part. Suppose you place a small table in centre of window. Run a

rod or anything else that will hold the lamp on the very edge of the table in such a manner that it would fall off but for the concealed fastening. Then have a card to read something like this: "A great crash about to take place in prices on lamps."

Now, a nicely cleaned window and a centre-piece like I have just spoken of, with a pretty card, would in itself attract attention; but a few more lamps nicely displayed here and there to fill up space is all you need to draw the public attention if properly done, and there would be nothing in the window worth speaking of.

The more difficult the manner in which

Below this large card were white shirts with stand-up collars and ties fastened on them. Next, on the remaining uncovered space on the background, I placed here and there white bow ties. That completed the back of the window. I next covered the bottom of window with about three inches of sawdust, upon which I placed about six railroad ties. On the latter I laid two steel rails, each twelve feet long. Of course the longer the window the longer the rails. Upon the wood ties I here and there placed some "brownies." They were about six inches in length. In the centre of the window, and sitting on the wood ties, was a good-sized girl doll, nicely dressed, while a good-sized sign read: "A young lady's contemplations on the ties of life." At the end of the window was a large wood

frame with a card with diagram showing how to tie the new Paris tie, and all around this card, fastened to a wooden frame were colored shirts with this new tie fastened to each one. I also put a piece of pink tissue in the neck of each shirt. At the other end of the window was a large card on an easel standing on the wooden ties. On this easel was a free-hand sketch of a series of pictures of a Chinaman riding a



Specimen Christmas Window, with Design.

you place goods in the window and conceal to the public all trace of how it is done, the more success you will have and the more you will attract the attention of the public.

The last window I dressed was of gentlemen's neckties. I first covered the back of window completely with black cloth; any kind will do if plain, and the cheaper the better. Next I secured two long iron rods and bent them into the shape of two fans. These I covered with four-in-hand neckties and hung them on either side of window, about three feet apart. Between these was a card, which, in good, large letters, read: "Cursed be the social ties that sin against the strength of youth. Cursed be the social ties that wrap us from the living truth."

bicycle, with his long pigtail hanging down his back. In the first sketch he exclaims: "Belly good!" In the second sketch the long pig-tail comes in contact with the cogs of the hind wheel, pulling the rider backwards, as he cries: "Whoop! No likee." In the third sketch the pigtail is winding around and around the hind wheel, drawing him head over heels backwards, breaking off his pigtail, causing a general collapse, as the Chinaman yells: "Hully gee! Hurtee muchee; too muchee fasta. bleeda some."

If you offend the cook, ten chances to one she will "cook" your prospects for doing business with her mistress.



### AN ELECTRIC LOCOMOTIVE.

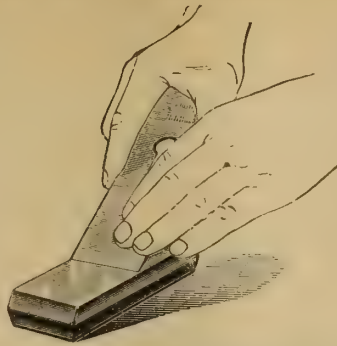
An electric locomotive that has been tested to a speed of 120 miles an hour has been turned out at the Baldwin Locomotive Works, working in conjunction with the Westinghouse Electrical Company, of Pittsburgh. This product has much the appearance of an ordinary baggage car. To increase stiffness, the frame is covered with a one-half inch steel plate on top along its entire length. Additional weight was found necessary to increase the adhesion, so cast iron plates are bolted to the floor. The interior of the cab is open. While not resembling the conventional locomotive in outward appearance, this one is considered the most complete in the world. The frame is made of 10-inch rolled steel channels, surrounded by a one-half inch rolled steel plate, covering the entire floor. This plate is an important detail, as it gives great strength to resist blows in collision and is intended to protect the lives of passengers in cases of wrecks and derailments, in the way the heavy steam locomotive protects the ordinary train. This frame is carried on two trucks which have all the easy-riding features of car trucks. The geared connection between the electric motors and the axles permits the use of any sort of gear ratio that is suitable to the desired speed and makes this locomotive adapted to all mechanical details for slow or high speed.

### BICYCLES FOR CLERKS.

C. B. Knox, Johnstown, N.Y., manufacturer of fancy groceries suitable for the holiday trade, is making a great effort to introduce them in Canada. He has arranged a scheme that looks popular by which every clerk in a retail store may secure without money and without extra work a Columbia bicycle. In the most of these premium plans the clerk in the big store in the big town has the advantage, but in this case Mr. Knox says the young man in the store at the country cross road has as good a chance. Any reader interested can get full particulars by writing Mr. Knox or his Canadian agent, A. E. Richards, Hamilton.

### SMOKELESS POWDER WINS.

Rifleite powder, made by the Smokeless Powder Co., London, Eng., has again scored over all other makes. At the New South Wales Rifle Association's meeting the three highest scores were made with the Martini-Henry rolled case cartridges loaded with Rifleite .450. It is to be hoped that the Canadian military authorities will give this powder the fair trial which has hitherto been refused. It is hinted that the authorities in the War Office at home are financially interested in Cordite, and they therefore refuse to give any chance to Rifleite or other smokeless powders.



## Emery Specialties

SEND FOR CATALOGUE.

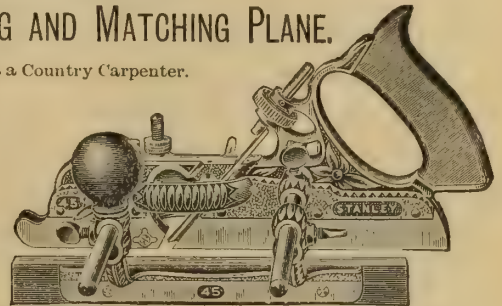
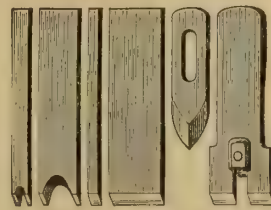


### Cooke Hardware Co.

HAMILTON.

### STANLEY'S ADJUSTABLE BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00  
SOLD BY ALL HARDWARE DEALERS.



## BOECKH'S STANDARD

## BRUSHES

The leading brushes and handled by the leading trade of the Dominion.

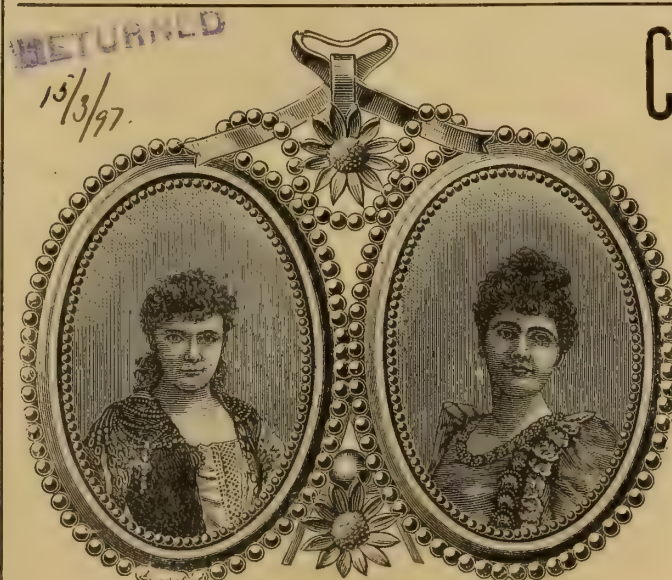
Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.  
Montreal Branch, 301 St. Paul Street.  
Factories, 158 to 168 Adelaide Street West, Toronto.

### CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.



## Christmas Silverware



Many lines of it represented in our Supplementary Catalogue recently issued.



If you have not received a copy write for it.

No 021—PHOTOGRAPH FRAME.

## THE TORONTO SILVER PLATE CO.

E. G. GOODERHAM, Man. and Sec.-Treas.



Factories and Salesrooms

King St West, TORONTO, Can.



# Abbott & Co.

## ROLLING MILLS

Best Charcoal Rolled Iron



B. B. Axe Horseshoe Iron

## AND FACTORIES

# MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

## THE BRADSTREET

# MERCANTILE AGENCY

THE BRADSTREET COMPANY,  
Executive Offices. Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East:  
THOS. C. IRVING, Superintendent.

**Sporting** Leading dealers in all kinds of

**Goods . .**

**WINTER SPORTING GOODS**

COMPRISING—

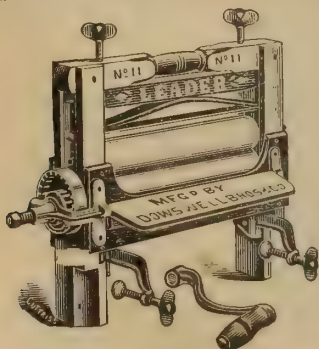
Snowshoes, Mocassins, Skates,  
Hockey Sticks, Punching Bags, etc.

Our **Hockey Sticks** are the finest shapes on the market, and the prices right. We are the leading house on **SNOWSHOES** and our **MOCCASINS** are the finest made.

Send for Samples and Prices.

**The Wightman Sporting Goods Co.**

403 ST. PAUL ST., MONTREAL.



## THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.  
Driven by an internal gear. Easy to operate.  
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**P.** W. REIMER, general merchant, Greenfeldt, Man., has assigned in trust to James Ashdown.

Jessop & Co., general merchants, Blythe, have assigned.

Hebert & Co., general merchants, St. Charles, have assigned.

M. S. Person, general merchant, Anges, has compromised at 50c. on the dollar.

A demand of assignment has been made upon J. A. H. Plante, general merchant, Valleyfield.

I. Slonemsky, general store, Vaudreuil, Que., has compromised at 30c. on the dollar.

A meeting of the creditors of M. S. Richardson, general merchant, Marathon, has been called for the 5th inst.

Cashman & Perry, general store, Orillia, who recently assigned to E. R. C. Clarkson, have offered their creditors 40c. on the dollar.\* Their liabilities are \$32,000 and assets \$21,000.

## CHANGES.

A branch has been opened at St. Urban by Roch. Ouimet.

Robert Kelso, blacksmith, has started business at Inverness, Que.

Geo. Smith, general merchant, Maple, has sold out to Henry Bailey.

A general store has been opened in Blandford, Que., by Nap. Lachance.

A general store has been opened in Bainsville, Ont., by H. M. Conde.

Cross & Co., general merchants, Gilmour, have been succeeded by N. H. Green.

Mayhew & Farquharson, general store, Admaston, Ont., have started business.

Elizabeth Yager, general merchant, Clear Creek, has sold out to J. L. Mitchener.

R. Gaw & Co., planing mill, Kingston, have been succeeded by R. W. Goodfellow.

McAndrew & Lindsay, general store, Renfrew, have sold their branch at Admaston.

T. Huard & Co., general merchants, Plessisville, Que., are removing to St. Rosaire.

Bannerman & Mitchell, Montreal, manufacturers of the ball-bearing spring seat post, have begun business.

Wright & Cunningham, machinists and foundry, St. Catharines, have dissolved, and James Cunningham continues the business.

P. E. Beaudoin & Co., general store, Black Lake, Que., have sold out to P. A. Beaudoin, and will continue their business at Thetford Mines.

## SALES MADE AND PENDING.

The assets of A. F. Duclos, general merchant, Duclos, Que., are advertised for sale.

The stock and book debts of the estate of H. G. Turnbull are advertised for sale by tender.

The general stock of Chas. Bertrand & Co., Isle Verte, Que., has been sold at 56c. on the dollar.

The stock of Isabella M. Chalmers, general merchant, Moose Jaw, N.W.T., has been sold to satisfy a chattel mortgage.

## FIRES.

The packing and dipping department at Hardy & Dubord's match factory, Beauport, Que., was burned out.

## DEATHS.

H. Nolet, chairmaker, Quebec, is dead.

W. McNaughton, of Lamplough & McNaughton, sailed for Germany this week. No doubt his pleasant smile and affable manner will ensure him a cordial reception from Emperor William.

## The Star Manufacturing Co.

Manufacturers of

CLOCK AND TOY MOVEMENTS, CYCLOMETERS,  
FANCY BRASS GOODS, BRASS TRIMMINGS  
AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

## The Swansea Forging

SWANSEA  
Near Toronto

## Company, Limited

MANUFACTURERS OF

## CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets  
Wire Nails Washers  
Bridge and Roof Rods  
Contractors' Supplies  
Carriage Hardware

Bicycle and Drop Forgings of all kinds,  
etc., etc.

## NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## Open Hearth Steel





**WELLAND CANAL.**

**Tenders for Supplies for the year 1897.**

SEALED TENDERS by mail, addressed to the undersigned and endorsed "Tender for Supplies," will be received until the arrival of the evening mails on Tuesday, Dec. 15th, for the supply of iron, timber, castings, hardware, fuel, oil, etc., for the Welland Canal and its branches, for the year 1897.

Forms of tender can be obtained at the Superintending Engineer's Office, St. Catharines, on and after Friday, November 20th.

The lowest or any tender not necessarily accept d.  
By order,

W. G. THOMPSON,  
Superintending Engineer.

St. Catharines, Nov. 17th, 1896.

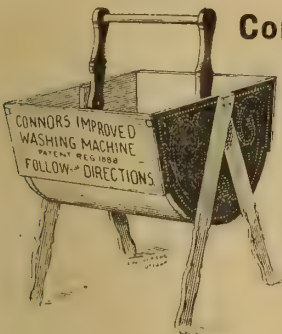
**WILLIAM HILL**

... Importer of ...

**Paints, Oils, Varnishes,**

Brushes, Window Glass, Glue,  
Bronzes, Alabastine.

327 St. James Street, MONTREAL



**Connor's  
IMPROVED  
WASHING  
MACHINE**

Awarded First  
Prizes at nine Dom-  
inion Exhibi-  
tions. Cheapest  
and best machine  
on the market.

WRITE FOR  
PRICES ...

Agents wanted

J. H. Connor 525 Sussex St. Ottawa

**.. ISLAND CITY ..**

**Paint and  
Varnish Works**

... Manufacturers of ...

**PAINTS, COLORS AND VARNISHES.**

WAREHOUSES: 100 and 102 Bay St., TORONTO.  
188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

**FOR SALE**

in the Town of Brockville, Ont., the

**FACTORY PREMISES**

LATELY OCCUPIED BY THE

**W. R. Gardner Tool Co., Ltd.**

The Buildings—all of solid brick, and in first-class condition—are a three-story building, 83 x 40 ft., a one-story building, 40 x 40 ft., with an extension in rear of 30 x 25 ft., and a separate boiler and engine room, a 50 h.p. Goldie & McCulloch "Wheelock" Engine, 75 horse power, 85 horse power boiler, 3 inch line shaft about 140 ft. On the St. Lawrence. Good wharf, etc. Apply to

GEO. WEATHERHEAD, Brockville, or  
The W. R. GARDNER TOOL CO. Sherbrooke,  
Que.

**SUPPORT HOME INDUSTRIES.**

Editor HARDWARE AND METAL:

When Canadian manufactured goods are equal in price and quality to the imported, the home manufacturers should receive the preference over foreign manufacturers. The home manufacturer pays out a large amount of money to his employees every month, who in turn spend their money among the various people in their respective communities, where all get the benefit of their labors and the enterprise of the manufacturer, whereas the foreign manufacturer pays out large sums of money to his employees, who spend their money among their own respective communities, which is no benefit at all to our people or our country. Now, it is in the interest of the storekeeper and consumer to encourage our own manufacturers and assist them to help build up their industries. Do not feel jealous and want to hurt your own neighbors because you think they are making a little money; because, if they succeed you are sure to get some of the benefits that they reap, and it is in the interest of us all to help one another and to strive to build up our own country instead of trying to belittle it by assisting foreign manufacturers, who care nothing more than to get our money. Our country cannot prosper unless we are loyal to one another. The writer, when traveling through the United States, found the people there very loyal to one another. They would not buy or look at anything when there was anything of like quality among their own manufactures. Every dollar's worth of goods expended on home manufactures is just so much paid towards helping to build up our own fair Dominion. Yours, etc.,

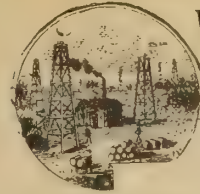
E. A. D.

**MR. HOBBS IN MONTREAL.**

Mr. T. S. Hobbs, of the Hobbs Hardware Co., London, Ont., spent a few days in Montreal this week, and received a good deal of attention from the trade there and from local politicians. Mr. Hobbs represents London in the Ontario Legislature. Though a strong Liberal he has the reputation of having the courage of his convictions whether they agree with his party or not. If we could only get a few more such men to take an interest in politics the country would be a great gainer.

**NEW SMALL CHAIN.**

A new sized chain has just been put on the market by the B. Greening Wire Co., Ltd. It is smaller than previous makes by them, and will be known to the trade as No. 4 Brown's Patent Steel Wire Chain. It is a strong, well-made chain, and from the sample shown to HARDWARE AND METAL will find many users who want a light yet firm chain with an attractive appearance.



**Van Tuyl & Fairbank**

Petrolia, Ont.

Headquarters for ...

Oil and Artesian Well  
Pumps, Casing, Tubing,  
Fittings, Drilling  
Tools, Cables, etc.



**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and  
Web Goods, etc. For sale by Job-  
bers at manufacturers' prices.



**Ontario Nut Works, Paris**

**BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed  
Nuts, Square and Hexagon



**BROOM AND CORDAGE  
WORKS.**

**WELFORD BROS.**

Manufacturers of

Brooms and Whisks, Leather, Web  
and Rope Halters, Rope Cattle Ties,  
Cordage and Twines.

LONDON

**Canada Iron Furnace Co., Ltd.**

Manufacturers of

**CHARCOAL PIC IRON  
MONTREAL.**

BRAND "C.I.F." THREE RIVERS  
PLANTS AT

Radnor Forges, Que. Three Rivers.  
Lac a lac Tortue. Grand Piles.

**GEO. E. DRUMMOND,**

Managing Director and Treasurer

**A Touch  
A Rub  
A Shine**

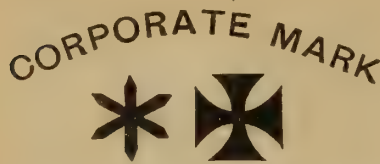
That's the **QUICKSHINE  
STOVE POLISH**

Manufactured by

**Alpha Chemical Co.**

BERLIN, ONT.





# JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

## ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

### JAMES HUTTON & CO.,

### Montreal

## CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 4, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 16 0 00  
Straits ..... 0 16 0 00

#### Tin Plates.

##### Charcoal Plates—Bright.

| M.L.S., equal to Bradley. | Per box.  |
|---------------------------|-----------|
| I.C., usual sizes         | \$5 00    |
| I.X.                      | 6 25      |
| I.X.X., "                 | 7 50      |
| J. R. & Co.—              |           |
| I.C.                      | 5 00      |
| I.X.                      | 6 25      |
| I.X.X.                    | 7 50      |
| Raven & P. D. Grades—     |           |
| I.C., usual sizes         | 3 75 4 00 |
| I.X.                      | 4 75 5 00 |
| I.X.X.                    | 5 75 6 00 |
| I.X.X.X.                  | 6 75 7 00 |
| D.C., 12½x17              | 3 50 3 75 |
| D.X.                      | 4 50 4 75 |
| D.X.X.                    | 5 75 6 10 |

NOTE.—Other brands might be shaded by 5c per box.

##### Coke Plates—Bright.

|                         |      |
|-------------------------|------|
| Bessemer Steel—         |      |
| I.C., usual sizes       | 3 00 |
| I.C., special sizes     | 3 15 |
| 20x28.                  | 6 25 |
| Charcoal Plates—Ternc.  |      |
| Dean or J. G. Grade—    |      |
| I.C., 20x28, 112 sheets | 6 00 |
| I.X., Ternc Tin         | 8 00 |
| I.X., Orion             | 8 00 |

| Charcoal Tin Boiler Plates. | Per lb.     |
|-----------------------------|-------------|
| Cookley Grade—              |             |
| X.X., 14x56, 50 sheet bxs   | 0 05½ 0 06  |
| " 14x60, "                  |             |
| " 14x65, "                  |             |
| Tinned Sheets.              |             |
| 72x30 up to 24 gauge        | 0 06 0 06   |
| " 26 "                      | 0 06½ 0 07  |
| " 28 "                      | 0 07½ 0 07½ |
| Allendale, I.C.             | 2 90 3 00   |
| I.X.                        | 3 65 3 75   |

#### Iron and Steel.

|                               | Base Price. |
|-------------------------------|-------------|
| Common Bar, per 100 lbs       | 1 65        |
| Refined "                     | 2 35 2 65   |
| Horse Shoe "                  | 2 60 2 75   |
| Band "                        | 2 25 2 25   |
| Hoop "                        | 4 00 4 25   |
| Swedish "                     | 4 25 4 50   |
| Sleigh Shoe Steel             | 3 00 3 25   |
| Tire Steel                    | 2 75 3 00   |
| Machinery                     | 0 10 0 11   |
| Cast Steel, per lb            | 0 10½ 0 14  |
| Russian Sheet, per lb         | 2 00 2 25   |
| Tank Plates, 1-5 and thicker. | 4 50 5 00   |
| Boiler Rivets                 |             |

#### Boiler Tubes.

|         |       |
|---------|-------|
| 1½-inch | 0 06½ |
| 2 "     | 0 07½ |
| 2½ "    | 0 09½ |
| 3 "     | 0 11  |

#### Steel Boiler Plate.

|        |      |
|--------|------|
| ¼ inch | 2 45 |
| ½ "    | 2 35 |

¾ inch and thicker..... 2 25

#### Sheet Iron.

|                      |           |
|----------------------|-----------|
| 16 gauge and heavier | 2 50 2 70 |
| 18 to 20 gauge       | 2 25 2 50 |
| 22 to 24 "           | 2 30      |
| 26 "                 | 2 40      |
| 28 "                 | 2 55      |

#### Canada Plates.

|                     |           |
|---------------------|-----------|
| All dull, 52 sheets | 2 50      |
| Half polished       | 2 50 2 60 |
| All bright          | 3 10 3 25 |

#### Iron Pipe.

Wrought, ¼ in., 65 p.c.: ¾ to ½, 37½ p.c.: ¾ to 1 in., 70 and 5 p.c.: 1½ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.  
Galvanized, 50 and 5 p.c.  
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

#### Galvanized Iron.

| Queen's Head or equal grades, in small lots: | Per lb.     |
|----------------------------------------------|-------------|
| 16 gauge                                     | 0 04½ 0 04½ |
| 18 to 24 gauge                               | 0 04½ 0 04½ |
| 26 "                                         | 0 04½ 0 04½ |
| 28 "                                         | 0 04½ 0 04½ |

NOTE.—Case lots ¼ cent per pound less.

#### Chain.

|                                           |           |
|-------------------------------------------|-----------|
| Proof Coil, 3-16 in., per 100 lbs         | 6 00      |
| " 5-16 "                                  | 4 75      |
| " 7-16 "                                  | 4 00      |
| " 9-16 "                                  | 3 75      |
| " 1 1/8 "                                 | 3 25      |
| " 1 1/4 "                                 | 2 95      |
| " 1 1/2 "                                 | 2 85      |
| " 1 3/4 "                                 | 2 75      |
| Trace, per doz. pairs                     | 3 60 5 90 |
| German coil, per 100 ft.                  | 1 65 2 70 |
| Jack chain, iron, single, per doz. yards  | 0 13 0 50 |
| Jack chain, double, per doz. yards        | 0 15      |
| Jack chain, brass, single, per doz. yards | 0 20 10   |

#### Copper.

|                                                                                                |            |
|------------------------------------------------------------------------------------------------|------------|
| Ingots.                                                                                        |            |
| English B. S., ton lots                                                                        | 0 11½ 0 12 |
| Lake Superior                                                                                  |            |
| Bolt or Bar.                                                                                   |            |
| Cut lengths, round, ½ to ¾ in. round and square                                                | 0 20 0 22  |
| 1 to 2 inches                                                                                  | 0 18 0 19  |
| NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.                               |            |
| Sheet.                                                                                         |            |
| Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60                                           | 0 14½ 0 15 |
| Untinned, 14 oz., and light, 16 oz., irregular sizes                                           | 0 15 0 16½ |
| NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound. |            |
| Planished and tinned, 14x48 and 14x60                                                          | 0 25 0 27  |
| Braziers. (In sheets.)                                                                         |            |
| 4x6 ft. 25 to 30 lbs. ea., per lb.                                                             | 0 17 0 18  |
| " 35 to 45 "                                                                                   | 0 15 0 15½ |
| " 50 lb. and above, "                                                                          | 0 14½ 0 16 |
| Boiler and T. K. Pitts.                                                                        |            |
| Plain Tinned, per lb                                                                           | 0 21       |
| Spun, per lb.                                                                                  | 0 25       |

#### Wire.

Pure, in coils—  
From 1 to 20 gauge, 12½ p.c. off list.  
From 20 gauge up, 12½ p.c. off list.

#### Brass.

|                                                         |           |
|---------------------------------------------------------|-----------|
| Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list. |           |
| nests, hard-rolled, 2x4 ft.                             | 0 21 0 23 |

#### Zinc Spelter.

|                 |             |
|-----------------|-------------|
| Foreign, per lb | 0 04½ 0 04¾ |
| Domestic "      | 0 03¾ 0 04  |

#### Zinc Sheet.

|              |       |
|--------------|-------|
| 5 cwt. casks | 0 05¼ |
| Part casks   | 0 05½ |

#### Lead.

|                                           |             |
|-------------------------------------------|-------------|
| Imported Pig, per lb                      | 0 03¼ 0 03½ |
| Domestic, per lb                          | 0 02¾ 0 03  |
| Bar, 1 lb.                                | 0 04½ 0 04½ |
| Sheets, 2½ lbs. sq. ft., by roll          | 0 04½ 0 04½ |
| Sheets, 3 to 6 lbs., per sq. ft., by roll | 0 04 0 04½  |

NOTE.—Cut sheets ½ cent per lb. extra.  
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.  
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

#### Solder.

|                   | Per lb.    | Pe |
|-------------------|------------|----|
| Bar half-and-half | 0 12½ 0 13 |    |
| Standard          | 0 11½ 0 12 |    |
| Wire              | 0 17 0 19  |    |

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

#### Antimony.

|                     |            |
|---------------------|------------|
| Cookson's, per lb   | 0 09 0 09½ |
| Other makes, per lb | 0 08 0 08½ |

#### Anti-Friction Metal.

|                |        |
|----------------|--------|
| "Beaver" brand | \$0 20 |
|----------------|--------|

#### White Lead.

|                                                              | Per cwt     |
|--------------------------------------------------------------|-------------|
| Pure, Assoc. guarantee, ground in oil.                       | \$1 50 4 75 |
| 25 lb. irons                                                 | 4 25        |
| No. 1 do                                                     | 4 00        |
| No. 2 do                                                     | 3 75        |
| No. 3 do                                                     | 3 50        |
| Brandram Bros. Genuine                                       | 6 00        |
| " Decorative                                                 | 5 75        |
| " No. 1                                                      | 5 10        |
| (f.o.b. Halifax, St. John, Montreal, Toronto, James' genuine | 5 75        |
| No.                                                          | 5 25        |

#### Prepared Paints.

|                              |      |
|------------------------------|------|
| (In ¼, ½ and 1 gallon tins.) |      |
| Pure, per gallon             | 1 00 |
| Second qualities, per gallon | 0 90 |
| Barn (in bbls.)              | 0 70 |
| Sherwin-Williams             | 1 20 |

#### Colors in Oil.

|                                  |      |
|----------------------------------|------|
| (25 lb. tins, Standard Quality.) |      |
| Venetian Red, per lb             | 0 07 |
| Chrome Yellow                    | 0 11 |
| Golden Ochre                     | 0 06 |
| French                           | 0 05 |
| Marine Black                     | 0 09 |
| " Green                          | 0 09 |
| Chrome                           | 0 08 |
| French Imperial Green            | 0 19 |

#### Colors, Dry.

|                                        |           |
|----------------------------------------|-----------|
| Yellow Ochre (J. C.) bbls. per cwt     | 1 35 1 40 |
| Yellow Ochre (J.F.L.S.), bbls. per cwt | 2 75      |
| Yellow Ochre (Royal), per cwt          | 1 10 1 15 |
| Venetian Red (best), per cwt           | 1 80 1 90 |
| English Oxides, per cwt                | 3 00 3 25 |
| American Oxides, per cwt               | 1 75 1 90 |
| Canadian Oxides, per cwt               | 1 75 1 90 |
| Paris Green, per lb                    | 0 12      |
| " 100 lb. drums                        |           |
| Burnt Sienna, pure, per lb.            | 0 10      |
| " Umber, "                             | 0 10      |
| do. aw                                 | 0 09      |
| Drop Black, pure                       | 0 09      |
| Chrome Yellows, pure                   | 0 18      |
| Chrome Greens, pure, per lb            | 0 12      |
| Golden Ochre                           | ¾         |

#### Varnishes.

(In bbls.)

|                              |      |
|------------------------------|------|
| No. 1 Furniture, per gal     | 0 90 |
| Extra "                      | 0 85 |
| Brown Japan                  | 0 65 |
| Brown Japan, Turpentine, p.g | 0 85 |
| No. 1 Carriage, per gal      | 1 30 |
| Gold Size Japan              | 1 00 |
| Pure Orange Shellac          | 1 95 |
| Hard Oil Finish              | 1 30 |
| Oil Shellac                  | 1 10 |
| White Shellac                | 2 35 |

#### Linseed Oil.

|                                                                      |           |
|----------------------------------------------------------------------|-----------|
| Raw, per gal                                                         | 0 47 0 48 |
| Boiled, per gal                                                      | 0 49 0 50 |
| Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London. |           |

#### Turpentine.

|                                                                      |      |
|----------------------------------------------------------------------|------|
| 5 to 9 barrels                                                       | 0 42 |
| 1 to 4 "                                                             | 0 43 |
| Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London. |      |

#### Castor Oil.

|                  |             |
|------------------|-------------|
| In cases, per lb | 0 08½ 0 08½ |
| Small lots       | 0 08½ 0 09  |

#### Cod Oil.

|                  |        |
|------------------|--------|
| Cod Oil, per gal | 0 50 0 |
|------------------|--------|

#### Glue.

(In bbls.)

|                                                                                                             |            |
|-------------------------------------------------------------------------------------------------------------|------------|
| Common                                                                                                      | 0 07½ 0 08 |
| French Medal                                                                                                | 0 10 0 10½ |
| Cabinet, sheet                                                                                              | 0 11 0 12  |
| White, extra                                                                                                | 0 16 0 18  |
| Gelatine                                                                                                    | 0 20 0 30  |
| Strip                                                                                                       | 0 16 0 18  |
| Coopers                                                                                                     | 0 19 0 20  |
| Al clear                                                                                                    | 0 09       |
| Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list. |            |

### HARDWARE.

#### Ammunition.

|                                                                                               |  |
|-----------------------------------------------------------------------------------------------|--|
| Cartridges.                                                                                   |  |
| B. B. Caps, Dom., 50 and 5 per cent.                                                          |  |
| Rim Fire Pistol, dis. 45 p. c., Amer.                                                         |  |
| Rim Fire Cartridges, Dom., 50 and 5 p. c.                                                     |  |
| Rim Fire, Military, net list, Amer.                                                           |  |
| Central Fire Pistol and Rifle, 18 per cent. Amer.                                             |  |
| Central Fire Cartridges, pistol sizes, Dom.                                                   |  |
| 30 per cent.                                                                                  |  |
| Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.                      |  |
| Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer. |  |
| Loaded and empty shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.    |  |
| Shot.                                                                                         |  |
| Canadian, common, 17½ per cent.                                                               |  |
| Brass Shot Shells, 55 and 10 per cent.                                                        |  |
| Primers, Dom., 30 per cent.                                                                   |  |

#### Wads.—Baldwin's

|                                                                         | per lb |
|-------------------------------------------------------------------------|--------|
| Best thick white felt wadding, in ½-lb bags                             | 1 00   |
| Best thick brown or grey felt wads, in ½ lb. bags                       | 0 70   |
| Best thick white card wads, in boxes of 500 each, 12 and smaller gauges | 0 60   |
| Best thick white card wads, in boxes of 500 each, 10 gauge              | 0 35   |
| Best thick white card wads, in boxes of 500 each, 8 gauge               | 0 55   |
| Thin card wads, in boxes of 1,000 each, 12 and smaller gauges           | 0 20   |
| Thin card wads, in boxes of 1,000 each, 10 gauge                        | 0 26   |
| Thin card wads, in boxes of 1,000 each 8 gauge                          |        |



|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>tionally prepared black edge grey cloth wads, in boxes of 250 each—</p> <p>11 and smaller gauge ..... 0 65<br/>9 and 10 gauges ..... 0 75<br/>7 and 8 gauges ..... 0 90<br/>5 and 6 gauges ..... 1 10</p> <p>Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—</p> <p>11 and smaller gauge ..... 1 15<br/>9 and 10 gauges ..... 1 40<br/>7 and 8 gauges ..... 1 65<br/>5 and 6 gauges ..... 1 90</p> <p><b>Anvils.</b></p> <p>Per lb. .... 0 10 0 12½<br/>Anvil and Vice combined, each. .... 4 50<br/>Wilkinson &amp; Co.'s Anvils, lb. 0 09 0 09½<br/>Wilkinson &amp; Co.'s Vices, lb. 0 09½ 0 10</p> <p><b>Augers.</b></p> <p>Gilmour's, discount 50 per cent.<br/>Hollow Stearn's, per dozen ... 13 00 20 00<br/>Adjustable Stearn's, each. .... 5 50 6 50<br/>Post-hole, Vaughan's, each. .... 1 35 1 60<br/>Excelsior, Jennings', discount 50 per cent.</p> <p><b>Awls.</b></p> <p>Sewing, per gross ..... 0 65 1 59<br/>Pegging, " ..... 0 65 1 25<br/>Brad, " ..... 0 85 1 60<br/>" handled, per gross ..... 3 80 1 30<br/>Saddler's, per gross ..... 0 45 1 60</p> <p><b>Awl Hafts.</b></p> <p>Patent Peg, per gross ..... 7 25 8 00<br/>" Sewing, per gross. ....</p> <p><b>Awl and Tool Sets.</b></p> <p>Millar's Falls, per doz. .... 2 80 3 30</p> <p><b>AXES.</b></p> <p>Splitting Axes ..... 5 25 5 50<br/>Chopping Axes—<br/>Black Prince ..... 7 25 7 50<br/>Forest Clipper ..... 7 25 7 50<br/>Lance ..... 8 50 9 00<br/>Mann's ..... 8 00 8 25<br/>Maple Leaf ..... 9 50 10 00<br/>Hand Made ..... 7 50 7 75<br/>Climax ..... 8 00 8 25<br/>Phantom ..... 8 25 8 50</p> <p><b>Axle Grease.</b></p> <p>Per gross ..... 7 00 13 00</p> <p><b>Bath Tubs.</b></p> <p>Zinc discount ..... 3 90 4 0<br/>Copper, discount, 40 and 10 p.c. off revised list.<br/>teel clad, 20 per cent. discount.</p> <p><b>Bells.</b></p> <p>Hand. ....<br/>Brass, 65 to 66½ per cent.<br/>Nickel, 60 to 62½ per cent.</p> <p><b>Door.</b></p> <p>Gon Sargent's ..... 5 50 8<br/>" Peterboro', discount 50 per cent.</p> <p><b>Cow.</b></p> <p>American make, discount 66½ per cent.<br/>Canadian, discount 45 and 50 per cent.</p> <p><b>Farm.</b></p> <p>American, each ..... 1 25 3 00<br/>House. ....<br/>American, per lb ..... 0 35 0 40</p> <p><b>Bellows.</b></p> <p>Hand, per doz. .... 3 35 4 75<br/>Moulders, per doz. .... 7 50 10 00<br/>Blacksmiths', discount 60 per cent.</p> <p><b>Belting.</b></p> <p>Extra. 40 and 10 per cent.<br/>No. 1, leather, discount 60 per cent.<br/>Standard, 55 per cent.<br/>Agricultural, 65 and 10 to 70 p.c.</p> <p><b>Bench Stops.</b></p> <p>Per doz ..... 5 00 6 00</p> <p><b>Bits.</b></p> <p><b>Auger.</b></p> <p>Gilmour's, discount 65 and 5 per cent.<br/>Excelsior, discount 60 per cent.<br/>Rockford Common, 65 to 65 and 5 per cent.<br/>" Perfection, 50 and 10 per cent.<br/>Jennings' Gen., net list to 5 p. c. discount.</p> <p><b>Car.</b></p> <p>Gilmour's, 47½ to 50 per cent.</p> <p><b>Expansive.</b></p> <p>Clark's, 20 per cent.<br/>Excelsior, 10 per cent.</p> <p><b>Gimlet.</b></p> <p>Clark's, per doz ..... 0 65 0 90<br/>Diamond, Shell, per doz. .... 1 00 1 50<br/>Nail and Spike per gross .... 2 25 5 20</p> <p><b>Blind Rollers.</b></p> <p>Annex, per doz ..... 1 25 1 75<br/>Mascott, " ..... 1 35 1 85<br/>Erminie, " ..... 1 12 1 20</p> <p><b>Blind and Bed Staples.</b></p> <p>sizes, per lb ..... 0 11 0 15</p> <p><b>Bolts.</b></p> <p>Carriage, dis. 60 p. c. off new list,<br/>Tire, dis., 65 and 10 per cent.</p> | <p>love, dis., 60 and 10 per cent.<br/>Elevator, dis., 35 to 40 per cent.<br/>Machine, dis., 55 and 5 p.c. off new list.<br/>Coach Screws, dis. 65 and 5 p.c.</p> <p><b>Boring Machines.</b></p> <p>Complete, with augers, each.. 5 00 7 50</p> <p><b>Braces.</b></p> <p>Barber's ..... 6 00 7 75<br/>Barber's Ratchet ..... 10 00 11 00<br/>Farmers ..... 2 00 2 75<br/>Miller's Falls ..... 15 50 29 00</p> <p><b>Brackets.</b></p> <p>Shelf.<br/>Japanned Canadian, per doz. .... 0 50 3 40<br/>Berlin Bronze Canadian ..... 0 85 3 20</p> <p><b>Broilers.</b></p> <p>Light, dis. 65 to 67½ per cent.<br/>Reversible, dis., 65 to 67½ per cent.<br/>Vegetable, per doz., dis. 37½ per cent.<br/>Henis, No. 8, ..... 6 00<br/>Henis, No. 9, " ..... 7 00<br/>Queen City " ..... 7 50 10 00</p> <p><b>Butchers' Cleavers.</b></p> <p>From 8 to 12 inch, per doz. .... 4 23</p> <p><b>Butts.</b></p> <p>Brass.<br/>Wrought Brass, dis., 17½ p.c. revised list.<br/>Cast Iron.<br/>Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.<br/>Wrought Steel.<br/>Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.<br/>Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.<br/>Berlin Bronzed, dis. 70, 70 and 5 per cent.<br/>Gen. Bronzed, per pair ..... 0 40 0 65</p> <p><b>Can Openers.</b></p> <p>Acme, per gross ..... 9 00 10 00<br/>Sardine Scissors, per doz ..... 3 75 4 50</p> <p><b>Card.</b></p> <p>Horse, per do ..... 0 60 1 00</p> <p><b>Carpet Stretchers.</b></p> <p>American, per doz ..... 1 00 1 50<br/>Bullards, per doz ..... 6 50 ....</p> <p><b>Carpet Sweepers.</b></p> <p>Bissell, per doz ..... 22 50<br/>World, " ..... 21 75<br/>Daisy, " ..... 24 00<br/>Star " ..... 18 00<br/>Crown Jewel, per doz. .... 29 00<br/>Grand Rapids, " ..... 30 00 33 00</p> <p><b>Cartridges.</b></p> <p>(See Ammunition.)</p> <p><b>Castors.</b></p> <p>Bed new list, dis. 55 to 57½ per cent.<br/>Plate, dis. 55 to 57½ per cent.</p> <p><b>Cattle Leaders.</b></p> <p>Nos. 31 and 32, per gross. .... 8 50 11 25</p> <p><b>Cement.</b></p> <p>Portland, car-load lots ..... 2 75<br/>Thorold, " ..... 1 10<br/>Queenstown, " ..... 1 10<br/>Napanee, " ..... 1 10</p> <p><b>Chalk.</b></p> <p>Carpenters' Colored, per gross ..... 0 45 0 75<br/>White lump, per cwt ..... 0 60 0 65<br/>Red ..... 0 05 0 06<br/>Crayon, per gross ..... 0 14 0 18</p> <p><b>Chisels.</b></p> <p>Socket, Framing and Firmer.<br/>American, dis. 75 to 77½ per cent.<br/>Canadian, dis. 35 to 40 per cent.<br/>Tanged firmer, per doz ..... 0 85 4 00</p> <p><b>Churns.</b></p> <p>Daisy or Leader, dis. from factory, 70 and 5 per cent. from stock, 70 per cent.<br/>Steel, net. .... 3 00</p> <p><b>Clamps.</b></p> <p>Judds', dis. 20 per cent.<br/>Stearn's, per doz ..... 3 00 10 00</p> <p><b>Clips.</b></p> <p>Axle, dis. 65 per cent.</p> <p><b>Coffee Mills.</b></p> <p>Box ..... 3 60 13 00<br/>Side ..... 3 60 4 00<br/>Enterprise, No. 0 ..... 1 35<br/>" No. 2 ..... 2 70</p> <p><b>Compasses, Dividers, Etc.</b></p> <p>American, dis. 62½ to 65 per cent.</p> <p><b>Cradles, Grain.</b></p> <p>nadian dis. 25 per cent.</p> <p><b>Dies.</b></p> <p>Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.<br/>Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.</p> <p><b>Door Springs.</b></p> <p>Torrey's Rod, per doz. .... (15 p.c.) 2 00<br/>Coil, per doz ..... 0 88 1 60<br/>English per doz. .... 2 00 4 00</p> | <p>Draw Knives.</p> <p>American, dis. 70 and 10 per cent.<br/>Canadian, dis. 25 to 35 per cent.</p> <p><b>Drills.</b></p> <p>Hand and Breast.<br/>Miller Falls, per doz. .... 16 00 51 50<br/>P. S. &amp; W., dis. 40 per cent.</p> <p><b>DRILL BIT.</b></p> <p>Morse, dis. 37½ to 40 per cent.<br/>Standard, dis. 17½ to 50 per cent.</p> <p><b>ELBOWS.</b></p> <p>Stovepipe.<br/>doz ..... 90 1 75</p> <p><b>FAWCETS.</b></p> <p>Cork Lined, per doz. .... 0 30 0<br/>Wine, per doz. .... 1 30 3 25<br/>Star, " ..... 2 80 3 90<br/>Fenn's Corkstops, No. 2, per dozen ..... 1 70<br/>Petroleum, per doz ..... 4 50 6 50</p> <p><b>FILES AND RASPS.</b></p> <p>Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.<br/>Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.<br/>Black Diamond, 50 and 10 per cent.<br/>Kearney &amp; Foote, 60 and 10 per cent.<br/>Nicholson File Co., 50 and 10 per cent.<br/>Heller's Horse Rasps, 45 per cent.<br/>Jowitt's, English list, 25 to 30 per cent.</p> <p><b>FLUTING MACHINES.</b></p> <p>Each ..... 0 60 2 00</p> <p><b>FORKS.</b></p> <p>Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.</p> <p><b>FREEZERS.</b></p> <p>Ice Cream.<br/>Gem, dis. 57½ to 60 per cent.<br/>Shepard's Lightning, dis. 50 to 50 and 10 per cent.</p> <p><b>FRUIT PRESSES.</b></p> <p>Henis', per doz ..... 3 25 50<br/>Enterprise, dis. 10 per cent.<br/>Shepard's Queen City, dis. 15 per cen</p> <p><b>FRY PANS.</b></p> <p>Acme, dis. 62½ to 65 per cent.</p> <p><b>GAUGES.</b></p> <p>Marking, Mortise, Etc.<br/>Stanley's, dis. 50 to 55 per cent.</p> <p><b>Wire Gauges.</b></p> <p>Winn's, Nos. 26 33, each .... 1 65 2 40</p> <p><b>GLASS.</b></p> <p>Double Diamond, Per 100 ft<br/>170 4 00 4 35 4 70 5 05 5 40 5 75 6</p> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



|                                                                                                                      |             |                                                                                 |             |                                                               |              |                                                                                                                                                    |            |
|----------------------------------------------------------------------------------------------------------------------|-------------|---------------------------------------------------------------------------------|-------------|---------------------------------------------------------------|--------------|----------------------------------------------------------------------------------------------------------------------------------------------------|------------|
| <b>KNIVES.</b>                                                                                                       |             | <b>PLANE IRONS.</b>                                                             |             | <b>SCRAPERS.</b>                                              |              | <b>SWEDES, upholsterers', American (1 to 6 oz), 65 p. c.</b>                                                                                       |            |
| Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent.                                        |             | English, per doz. ....                                                          | 2 00 5      | Box, per doz. ....                                            | 2 10 4 50    | Swedes, upholsterers', American (8 to 24 oz), 70 p. c.                                                                                             |            |
| Christie, \$7.00 net.                                                                                                |             | <b>PLIERS AND NIPPERS.</b>                                                      |             | <b>SCREENS.</b>                                               |              | Swedes, carpet, gimp, lace                                                                                                                         | 35         |
| Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.                                                    |             | Button's Genuine, per doz. pairs, dis. 37½ 40 p. c.                             |             | Window, patent, per doz. ....                                 | 3 50 4 50    | brush, blue and tinned. ....                                                                                                                       | 40         |
| Lightning, per doz. ....                                                                                             | 6 50 8 40   | Button's Imitation, per doz. ....                                               | 5 00 9 00   | Door, per doz. ....                                           | 8 75 9 00    | Zinc tacks, ....                                                                                                                                   | 35         |
| Heath's, 52½ p. c.                                                                                                   |             | German, per doz. ....                                                           | 0 60 2 60   | <b>SCREW DRIVERS.</b>                                         |              | Copper tacks and nails                                                                                                                             | 60         |
| <b>LADLES.</b>                                                                                                       |             | <b>PLUMBS AND LEVELS.</b>                                                       |             | Sargent's per doz. ....                                       | 0 65 4 00    | Leather carpet tacks                                                                                                                               | 30         |
| Melting, per doz. ....                                                                                               | 1 70 4 50   | R. & L. Co., dis. 70 and 10 p. c.                                               |             | <b>SCREWS.</b>                                                |              | Trunk nails, black and tinned                                                                                                                      | 65         |
| <b>LEMON SQUEEZERS.</b>                                                                                              |             | <b>POPPERS.</b>                                                                 |             | Wood, F. H., iron, and steel, dis. 80 & 10 p. c. and 10.      |              | Clout nails                                                                                                                                        | 66½        |
| Porcelain lined, per doz. ....                                                                                       | 2 20 5 60   | Corn, square, per doz. ....                                                     | 1 35 2 00   | Wood, R. H., " dis. 75 and 10 and 10 p. c.                    |              | Cigar box nails                                                                                                                                    | 45         |
| Galvanized, " " " " " "                                                                                              | 1 87 3 85   | <b>PRUNING SHEARS.</b>                                                          |             | " F. H., brass, dis. 77½ and 10 and 10 p. c.                  |              | Lining nails in papers                                                                                                                             | 10         |
| King, wood, " " " " " "                                                                                              | 2 75 2 90   | Per doz. ....                                                                   | 4 00 5 50   | " R. H., " dis. 72½ and 10 and 10 p. c.                       |              | " " solid heads, in bulk                                                                                                                           | 42½        |
| " glass, " " " " " "                                                                                                 | 4 00 4 50   | <b>PULLEYS.</b>                                                                 |             | Diamond point wood screw nails, bright, dis. 77½ and 20 p. c. |              | Saddle nails in papers                                                                                                                             | 10         |
| A glass " " " " " "                                                                                                  | 1 20 1 30   | Hothouse, per doz. ....                                                         | 0 55 1 00   | Bench, wood, per doz. ....                                    | 3 25 4 00    | " " in bulk                                                                                                                                        | 15         |
| <b>LINES.</b>                                                                                                        |             | Axle " " " " " "                                                                | 0 22 0 33   | iron, " " " " " "                                             | 4 25 5 75    | Tinned capped trunk nails                                                                                                                          | 15         |
| Fish, per gross. ....                                                                                                | 1 05 2 50   | Screw " " " " " "                                                               | 0 27 1 00   | <b>SCYTHES.</b>                                               |              | Double pointed tacks, discount 90 to 90 and 12½ p. c.                                                                                              |            |
| Chalk, " " " " " "                                                                                                   | 1 90 7 40   | Awning " " " " " "                                                              | 0 35 2 50   | Discount, 60 and 10 p. c. revised list.                       |              | <b>TAPE LINES.</b>                                                                                                                                 |            |
| <b>LOCKS.</b>                                                                                                        |             | <b>PUMPS.</b>                                                                   |             | Canadian, dis. 40 to 45 p. c.                                 |              | English, ass skin, per doz. ....                                                                                                                   | 2 75 5 00  |
| Canadian, dis. 50 p. c.                                                                                              |             | Rumsey or Canadian cistern, 60 to 65 p. c.                                      |             | <b>SCYTHE SNATHS.</b>                                         |              | English, Patent Leather                                                                                                                            | 5 50 9 75  |
| Russell & Erwin, per doz. ....                                                                                       | 1 75 7 50   | Pitcher spout, 70 to 70 and 5 p. c.                                             |             | <b>SHEARS</b>                                                 |              | Chesterman's, each                                                                                                                                 | 0 90 2 85  |
| Cabinet, " " " " " "                                                                                                 |             | Canadian cistern, 60 to 62½ p. c. from factory.                                 |             | B. & W., japanned, dis. 75 p. c.                              |              | " steel, each                                                                                                                                      | 0 80 8 00  |
| Eagle, dis. 27½ p. c.                                                                                                |             | Canadian pitcher spout, 70 to 70 and 5 p. c. from factory.                      |             | B. & W., N.P., dis. 65 p. c.                                  |              | <b>THERMOMETERS.</b>                                                                                                                               |            |
| Padlock, " " " " " "                                                                                                 |             | <b>PUNCHES.</b>                                                                 |             | Seymour's, dis. 60 p. c.                                      |              | Tin case and dairy, dis. 75 to 75 and 10 p. c.                                                                                                     |            |
| English and Am., per doz. ....                                                                                       | 0 50 6 00   | Saddlers', per doz. ....                                                        | 1 00 1 85   | Etna, dis. 75 to 75 and 10 p. c.                              |              | <b>THIMBLES.</b>                                                                                                                                   |            |
| Scandinavian, " " " " " "                                                                                            | 1 00 2 40   | Conductors', " " " " " "                                                        | 9 00 15 00  | Heinisch, dis. 60 p. c.                                       |              | Asbestos, filled, per doz., 35 to 40 p. c.                                                                                                         |            |
| Eagle, dis. 15 to 17½ p. c.                                                                                          |             | Tinners' solid, per set. ....                                                   | 0 00 0 72   | Bristol, japanned, 80 p. c.                                   |              | <b>TIES.</b>                                                                                                                                       |            |
| <b>MALLETS.</b>                                                                                                      |             | " hollow, per inch. ....                                                        | 0 00 1 00   | " N.P., dis. 70 p. c.                                         |              | Cow, per doz. ....                                                                                                                                 | 1 25 2 5   |
| Tinsmiths', per doz. ....                                                                                            | 1 25 1 50   | <b>PUTTY.</b>                                                                   |             | Clauss, full nickel, 60 p. c.                                 |              | <b>TINNERS' TOOLS.</b>                                                                                                                             |            |
| Carpenters', hickory, per doz. ....                                                                                  | 1 25 3 75   | Bladder, per lb. ....                                                           | 1 75 0 17½  | " japanned handles, 67½ p. c. off.                            |              | P. S. & W., 10 p. c.                                                                                                                               |            |
| Lignum Vitae, per doz. ....                                                                                          | 3 85 5 00   | Tins, lbs. ....                                                                 | 2 50 2 75   | Seymour or Heinisch tailor shears, 15 p. c.                   |              | Canadian, 35 to 37½ per cent.                                                                                                                      |            |
| Caulking, each " " " " " "                                                                                           | 1 60 2 00   | <b>RAIL.</b>                                                                    |             | <b>SHEAVES.</b>                                               |              | <b>TINWARE.</b>                                                                                                                                    |            |
| <b>MATTOCKS.</b>                                                                                                     |             | Barn door, per foot. ....                                                       | 0 02½ 0 02½ | Sliding door, per set. ....                                   | 0 77 1 40    | Stamped, dis., Assn. list, 80 per cent                                                                                                             |            |
| Canadian, per doz. ....                                                                                              | 8 50 10 00  | Sliding door, " " " " " "                                                       | 0 03¼ 0 03½ | <b>SHOVELS AND SPADES.</b>                                    |              | Japanned, prices on application                                                                                                                    |            |
| American, 60 and 10 p. c. off list.                                                                                  |             | Lanes, " " " " " "                                                              | 0 03 0 03½  | Canadian, dis. 42½ p. c. special brands net price.            |              | Pieced, prices on application.                                                                                                                     |            |
| <b>MEAT CUTTERS.</b>                                                                                                 |             | <b>RAKES.</b>                                                                   |             | <b>SIEVES.</b>                                                |              | <b>TRANSOM LIFTERS.</b>                                                                                                                            |            |
| Enterprise, American, dis. 32½ p. c.                                                                                 |             | Cast steel and malleable Canadian, list dis 60 to 60 and 10 p. c. revised list. |             | Wood rim, black, per doz. ....                                | 1 05 1 10    | Payson's, per doz. ....                                                                                                                            | 2 60       |
| German, 15 per cent.                                                                                                 |             | Wood, 25 per cent.                                                              |             | " tinned, " " " " " "                                         | 1 25 1 35    | <b>TRAPS. (Steel.)</b>                                                                                                                             |            |
| <b>MINCING KNIVES.</b>                                                                                               |             | <b>RAZORS.</b>                                                                  |             | Tin rim, per doz. ....                                        | 2 30 2 45    | Game, Newhouse, dis. 40 p. c.                                                                                                                      |            |
| American, per doz. ....                                                                                              | 0 42 2 35   | Geo. Butler & Co.'s, per doz. ....                                              | 8 00 18 00  | " black, " " " " " "                                          | 1 8 2 25     | Game, H. & N., P. S. & W., 65 p. c.                                                                                                                |            |
| <b>MOLASSES GATES.</b>                                                                                               |             | Bokers', " " " " " "                                                            | 7 50 11 00  | <b>SNAPS.</b>                                                 |              | Game, steel, 72½ p. c.                                                                                                                             |            |
| Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.                                                        |             | Wade & Butcher's, " " " " " "                                                   | 3 60 10 00  | Harness, German, dis. 35 to 37½ p. c.                         |              | Mouse, per doz. ....                                                                                                                               | 0 35 1 50  |
| <b>NAILS.</b>                                                                                                        |             | Arbenz's, " " " " " "                                                           | 9 00 18 00  | Acme " " " " " "                                              | 3 00 5 00    | Rat, per doz. ....                                                                                                                                 | 1 40 6 00  |
| Cut Nails (Iron)—                                                                                                    |             | Theile & Quack's " " " " " "                                                    | 7 00 12 00  | Lock, Andrews' " " " " " "                                    | 4 50 11 50   | <b>TROWELS.</b>                                                                                                                                    |            |
| 1. Either Canada or American pattern—                                                                                |             | <b>RAZOR STROPS.</b>                                                            |             | <b>SOLDERING IRONS.</b>                                       |              | Disston's, discount 10 per cent.                                                                                                                   |            |
| Basis—50 to 60 dy. ....                                                                                              | 2 75        | Currier's, per doz. ....                                                        | 1 25 3 60   | Per lb. ....                                                  | 0 00 0 24    | German, per doz. ....                                                                                                                              | 4 75 00    |
| 40 dy. ....                                                                                                          | 2 80        | <b>RIVETS AND BURRS.</b>                                                        |             | <b>WROUGHT SPIKES.</b>                                        |              | Brade's " " " " " "                                                                                                                                | 5 00 10 50 |
| 30 dy. ....                                                                                                          | 2 85        | 4 mos. or 3 per cent. cash 30 days                                              |             | Discount, 25 to 30 per cent.                                  |              | S. & D., discount 35 per cent.                                                                                                                     |            |
| 20, 16, and 12 dy. ....                                                                                              | 2 90        | Copper rivets, dis. 50, 10 and 5 per cent.                                      |             | <b>SPOKE SHAVES.</b>                                          |              | <b>TRIERS.</b>                                                                                                                                     |            |
| 10 dy. ....                                                                                                          | 2 95        | Iron " dis. 60 and 5 per cent.                                                  |             | Wood, English, ....                                           | 1 8 5 00     | Butter, per doz. ....                                                                                                                              | 6 25 9 00  |
| 8 and 9 dy. ....                                                                                                     | 3 00        | Tinned and black rivets, 60 and 5 per cent. to 65 and 5.                        |             | Iron, American, ....                                          | 1 35 2 35    | <b>TWINES.</b>                                                                                                                                     |            |
| 6 and 7 dy. ....                                                                                                     | 3 15        | Burrs, iron or steel, 50 and 5 per cent.                                        |             | <b>SPOONS AND FORKS.</b>                                      |              | Bag, Russian, per lb. ....                                                                                                                         | 0 21       |
| 2. American pattern only—                                                                                            |             | Terms, 4 mos. or 3 per cent. cash 30 days.                                      |             | Tea spoons, per gross. ....                                   | 7 50 12 00   | Wrapping, mottled, per pack. ....                                                                                                                  | 0 50 0 60  |
| From 4 to 5 dy. ....                                                                                                 | 3 35        | <b>RIVET SETS.</b>                                                              |             | Dessert, " " " " " "                                          | 21 00 00 00  | Wrapping, cotton, per lb. ....                                                                                                                     | 0 17 0 18  |
| 3 dy (lath) " " " " " "                                                                                              | 3 75        | Canadian, dis. 30, 35 per cent.                                                 |             | Table, " " " " " "                                            | 30 00 30 00  | Mattress, per lb. ....                                                                                                                             | 0 33 0 45  |
| 3. Canada pattern only—                                                                                              |             | <b>ROPE.</b>                                                                    |             | Dessert Forks, " " " " " "                                    | 24 00 00 00  | Staging, " " " " " "                                                                                                                               | 0 27 0 35  |
| From 4 to 5 dy. ....                                                                                                 | 3 25        | Sisal. ....                                                                     |             | Medium " " " " " "                                            | 27 00 00 00  | Broom, " " " " " "                                                                                                                                 | 0 30 0 55  |
| 3 dy (lath) " " " " " "                                                                                              | 3 65        | Manilla ....                                                                    |             | Table " " " " " "                                             | 36 00 00 00  | <b>VISES.</b>                                                                                                                                      |            |
| 3 dy, A. P. fine. ....                                                                                               | 4 35        | 7-16 in. and larger, per lb. 6¼ 00 8½                                           |             | <b>SQUARES.</b>                                               |              | Hand, per doz. ....                                                                                                                                | 4 00 6 00  |
| Car lots 10c. less.                                                                                                  |             | ¼, 5-16, ¾ in. ....                                                             | 6¼ 00 9     | Iron, per doz. ....                                           | 1 65 2 90    | Bench, parallel, each ....                                                                                                                         | 2 00 4 50  |
| Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs. |             | Cotton " " " " " "                                                              | 15 17       | Steel, dis. 70 per cent., revised list.                       |              | Coach, each, ....                                                                                                                                  | 6 00 7 00  |
| Wire Nails, 75 and 10 per cent. 3 per cent. cash delivered in lots of 10 kegs or more                                |             | Russia Deep Sea " " " " " "                                                     | 00 13       | Try and bevel, dis. 50 to 52½ p. c.                           |              | Peter Wright's, per b. ....                                                                                                                        | 0 12 0 13  |
| Brads and moulding nails, 70 and 12½ p. c. from new list, and in 1-lb. papers 75 per cent.                           |             | Jute " " " " " "                                                                | 6¼ 7½       | <b>STAPLES.</b>                                               |              | Pipe, each, ....                                                                                                                                   | 5 50 9 00  |
| <b>NAIL PULLERS.</b>                                                                                                 |             | <b>RULES.</b>                                                                   |             | Fence, galvanized, ....                                       | 2 85 3 10    | Saw, per doz. ....                                                                                                                                 | 6 50 13    |
| German and American, ....                                                                                            | 1 85 3 50   | Boxwood, dis. 80 and 5 to 10 p. c.                                              |             | Wrought iron, dis. 80 to 82½ p. c.                            |              | <b>WASHER CUTTERS.</b>                                                                                                                             |            |
| <b>NAIL SETS.</b>                                                                                                    |             | Ivory, dis. 37½ to 40 p. c.                                                     |             | <b>STOCKS AND DIES.</b>                                       |              | Per doz. ....                                                                                                                                      | 4 00       |
| Square, round, and octagon, per gross. ....                                                                          | 3 38 4 00   | <b>SAD IRONS.</b>                                                               |             | American, dis. 25 p. c.                                       |              | Washers "Iron," 40 per cent., 4 months per cent.                                                                                                   |            |
| Diamond " " " " " "                                                                                                  | 12 00 15 00 | Mrs. Potts, per set. ....                                                       | 0 60 1 00   | <b>STOVE POLISH</b>                                           |              | <b>WELL WHEELS.</b>                                                                                                                                |            |
| <b>NETTING.</b>                                                                                                      |             | " N.P., per set. ....                                                           | 90          | gross. ¼ gross. doz.                                          |              | Amer., per doz., 8, 10 and 12 inch. ....                                                                                                           | 3 38       |
| Poultry, 65 and 10 to 70 per cent.                                                                                   |             | <b>SAD HEATERS.</b>                                                             |             | Scientific Stove Pipe                                         |              | <b>WIRE.</b>                                                                                                                                       |            |
| <b>OIL.</b>                                                                                                          |             | Dome, Shepard's, per doz. ....                                                  | 4 75 5 00   | Varnish, ....                                                 | 9 00 2 50 90 | Brass Wire, 16 to 25 wire gauge, 12½ p. c.                                                                                                         |            |
| Canada refined oil (Toronto). ....                                                                                   | 0 16 0 16½  | <b>SAND AND EMERY PAPER.</b>                                                    |             | Scientific Stove Paste                                        |              | Copper Wire, 12½ p. c. rev. list discount.                                                                                                         |            |
| Carbon safety " " " " " "                                                                                            | 0 18 0 00   | B. & A. sand, 40 and 5 to 45 per cent.                                          |             | (5 lb pails) 60c. each. ....                                  | 6 00         | Annealed, annealed and oiled, galvanized                                                                                                           |            |
| Canada w. w. " " " " " "                                                                                             | 0 18 0 00   | Emery, per quire. ....                                                          | 0 55 0 90   | Scientific Furniture                                          |              | 20 per cent. discount.                                                                                                                             |            |
| American w. w. " " " " " "                                                                                           | 0 00 0 21   | <b>SASH CORD.</b>                                                               |             | Polish, ....                                                  | 12 00 1 25   | [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.] |            |
| Pratt's Astal, " " " " " "                                                                                           | 0 00 0 22   | Per lb. ....                                                                    | 0 22 50     | Scientific Carriage Top                                       |              | Bright, coppered steel and spring, 20 p. c.                                                                                                        |            |
| <b>OILERS.</b>                                                                                                       |             | <b>SASH LOCKS.</b>                                                              |             | Dressing, ½ pints. ....                                       | 2 00         | f.o.b. Montreal, Toronto or Hamilton.                                                                                                              |            |
| McClary's galvan. iron oil can, with pump, per doz. ....                                                             | 0 00 19 50  | Triumph and Morris, dis. 37½, 40 per cent.                                      |             | Scientific Carriage Top                                       |              | Broom Wire, per lb. ....                                                                                                                           | 0 05½ 0 06 |
| Zinc and tin, dis. 50, 50 and 10.                                                                                    |             | Kempshell's, dis. 40, 62½ per cent.                                             |             | Scientific Enamel Top                                         |              | Clothes Line Wire, 19 gauge, per doz. coils                                                                                                        | 2 75 3 00  |
| Copper, per doz. ....                                                                                                | 1 25 3 50   | Canadian, dis. 45, 50 per cent.                                                 |             | Dressing, pints. ....                                         | 3 50         | <b>WIRE FENCING.</b>                                                                                                                               |            |
| Brass, " " " " " "                                                                                                   | 1 50 3 50   | <b>SASH WEIGHTS.</b>                                                            |             | Scientific Enamel Paints                                      |              | Galvanized, 2 barb, 2½ and 5 inches apart. ....                                                                                                    | 2 85 3 00  |
| Malleable, dis. 25 per cent.                                                                                         |             | Sectional, per 100 lbs. ....                                                    | 1 40 1 50   | Scientific Stove Enamel                                       | 7 50 2 00 75 | Galvanized, 4 barb, 4 and 6 inches apart. ....                                                                                                     | 2 85 3 00  |
| <b>PAIS.</b>                                                                                                         |             | Solid, " " " " " "                                                              | 1 25        | <b>STONE.</b>                                                 |              | Galvanized, plain twist, all delv'd. ....                                                                                                          | 2 85 3 00  |
| Galvanized, per doz. ....                                                                                            | 2 25 3 30   | <b>SAWS.</b>                                                                    |             | Washita, per lb. ....                                         | 0 28 0 60    | Plain twist, " " " " " "                                                                                                                           | 2 85 3 00  |
| <b>PENCILS.</b>                                                                                                      |             | Crosscut, McMillan & Haynes, per dozen. ....                                    | 0 40 0 70   | Hindustan, " " " " " "                                        | 0 06 0 07    | Steel Staples, " " " " " "                                                                                                                         | 2 85 3 00  |
| Dixon's, per gross. ....                                                                                             | 1 00 4 25   | " Empire, McMillan & Haynes, per ft. ....                                       | 0 00 0 70   | " slips, per lb. ....                                         | 0 09 0 09    | Terms, 60 days, or 2 per cent. in 30 days                                                                                                          |            |
| " Carpenter, " " " " " "                                                                                             | 2 25 3 60   | Hand, Disston's, dis. 12½ to 15 p. c.                                           |             | Axe, " " " " " "                                              | 0 00 0 15    | Freight prepaid of 1,000 lbs. or over.                                                                                                             |            |
| <b>PICKS.</b>                                                                                                        |             | S. & D., 40 to 40 and 10 per cent.                                              |             | Turkey " " " " " "                                            | 0 00 0 50    | <b>WIRE CLOTH.</b>                                                                                                                                 |            |
| Per doz. ....                                                                                                        | 6 00 9 00   | Crosscut, Disston's, per ft. ....                                               | 0 35 0 55   | Arkansas " " " " " "                                          | 0 00 1 50    | Ordinary, discount 25 per cent.                                                                                                                    |            |
| <b>PICTURE NAILS.</b>                                                                                                |             | S. & D., dis. 35 p. c. on Nos. 2 and 3.                                         |             | Water-of-Ayr " " " " " "                                      | 0 00 0 10    | Painted Screen, per 100 sq. ft. ....                                                                                                               | 1 50       |
| Porcelain head, per gross. ....                                                                                      | 1 65 3 00   | Hack, complete, each. ....                                                      | 0 75 2 75   | Scythe, per gross. ....                                       | 3 50 5 00    | <b>WRENCHES.</b>                                                                                                                                   |            |
| Brass head, " " " " " "                                                                                              | 0 40 1 00   | frame only. ....                                                                | 0 00 0 75   | Grind. per ton. ....                                          | 15 00 18 00  | Acme, 35 to 37½ per cent.                                                                                                                          |            |
| <b>PLANES.</b>                                                                                                       |             | <b>SAW SETS.</b>                                                                |             | <b>TACKS, BRADS, ETC.</b>                                     |              | Agricultural, 70 and 10 to 75 per cent.                                                                                                            |            |
| Wood, bench, Canadian dis. 60 per cent., American dis. 55.                                                           |             | Lincoln, " McMillan &                                                           |             | Cheese-box tacks, blue, 70 p. c.                              |              | Standard, dis. 60, 60 and 10 per cent.                                                                                                             |            |
| Wood, fancy Canadian or American, 37½ to 40 per cent.                                                                |             | Haynes, per doz. ....                                                           | 0 00 7 50   | Trunk tacks, black, 70 p. c.                                  |              | Coe's Genuine, dis. 30 to 32½ p. c.                                                                                                                |            |
| Bailey's (Stan. R. & L. Co.), 50 per cent.                                                                           |             | Whiting, " " " " " "                                                            | 6 87 7 00   | " tinned, 70 p. c.                                            |              | Diamond, dis. 33½ to 35 per cent.                                                                                                                  |            |
| Miscellaneous, dis. 25 per cent.                                                                                     |             | <b>SCALES.</b>                                                                  |             | B.B.B. iron carpet, blue, 70 p. c.                            |              | Towers Engineer, each ....                                                                                                                         | 2 00 3     |
| Bailey's Victor, 25 per cent.                                                                                        |             | Gurney Scales, 50 p. c.                                                         |             | " " " " " "                                                   |              | " S., per doz. ....                                                                                                                                | 5 80 7 00  |
|                                                                                                                      |             | R. S. & M. Scales, 50 p. c.                                                     |             | B.B.B. iron carpet, bright or blue (in kegs) ....             | 30           | G. & K.'s Pipe, per doz. ....                                                                                                                      | 6 00       |
|                                                                                                                      |             | Champion, 60 per cent.                                                          |             | B.B.B. cut tacks (in bulk), 50 to 55 p. c.                    |              | Burrell's Pipe, each ....                                                                                                                          | 3 40       |
|                                                                                                                      |             |                                                                                 |             | " " " " " "                                                   |              | Pocket, per doz. ....                                                                                                                              |            |
|                                                                                                                      |             |                                                                                 |             | " (in dozens, 1 to 6 oz.) ....                                | 45           |                                                                                                                                                    |            |
|                                                                                                                      |             |                                                                                 |             | " " " " " "                                                   | 30           |                                                                                                                                                    |            |
|                                                                                                                      |             |                                                                                 |             | " ½ weights, " " " " " "                                      | 40           |                                                                                                                                                    |            |
|                                                                                                                      |             |                                                                                 |             | " " " " " "                                                   | 45           |                                                                                                                                                    |            |
|                                                                                                                      |             |                                                                                 |             | Swedes, cut tacks, genuine, blue and tinned. ....             | 52½          |                                                                                                                                                    |            |
|                                                                                                                      |             |                                                                                 |             | Swedes, upholsterers', genuine ....                           | 50           |                                                                                                                                                    |            |





You can buy right-and-left taps in spite of the tariff, unless you are getting the Leather Trust rebate---we suppose that kills us.

Want prices?

**BAXTER  
SCHENKELBERGER  
& COMPANY**

350 Congress Street, Boston  
50 Tabernacle Street, London

## CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

**10 cents**

**HARDWARE AND METAL, Toronto**

## WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

**Hardware and Metal, Toronto**

ESTABLISHED 1856

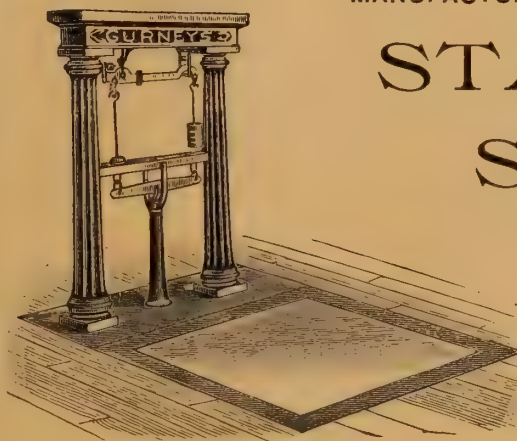
REORGANIZED 1887

The

# Gurney Scale Co.

MANUFACTURERS OF

## STANDARD SCALES



**Hamilton, Ontario.**

# WRAPPING PAPERS

Made to wear  
Made with care  
Hard to tear

The kind of paper required by the Hardware Trade

318 St. James St., Montreal  
38 Front St. West, Toronto

**Agents**—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Fersse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

## The E. B. EDDY CO., Ltd.

**HULL, CAN.**



Est. 1863

Inc. 1895

## Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded  
By **JURORS** at  
International Expositions  
Special Prize

Gold Medal at Atlanta, 1895

# HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

## HIGH PRESSURE PACKING

FOR STEAM  
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

**THE GUTTA PERCHA AND RUBBER MFG. CO.**  
OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

# Headquarters for . . Paints and Varnishes

: : : WE MANUFACTURE : : :

Bath Enamels.  
Bicycle Enamels.  
Blackboard Paint.  
Boat Varnishes.  
Bridge Paint.  
Colors, Dry.  
Colors in Oil.  
Colors in Japan.  
Colors in Water.  
Colors, Liquid.  
Copper Paint.  
Carriage Top Dressing.  
Dipping Paints.  
Dry Colors.  
Dryers, Electric.

Dryers, Patent.  
Enamels.  
Fillers, Dry, Paste and Liquid.  
Floor Paints.  
Gold Paint.  
Graining Colors.  
Ground Colors.  
Japans, Baking.  
Japans, Black.  
Japans, Radiator.  
Lakes.  
Lacquers.  
Mixed Paints.  
Ochres.  
Oxides.

Oil Stains.  
Paint Reducers.  
Priming Paints.  
Putty.  
Roofing Paints.  
Rough Stuff.  
Shade Makers' Colors.  
Shellacs.  
Umbers.  
Varnishes, Agricultural.  
Varnishes, Boat.  
Varnishes, Carriage.  
Varnishes, Damar.  
Varnishes, Finishing.  
Varnishes, Harness.

Varnishes, Leather.  
Varnishes, Piano.  
Varnishes, Rubbing.  
Varnishes, Polishing.  
Varnishes, Reed.  
Varnish and Stain (Combined).  
Varnish Reducers.  
Vermilions, Dry.  
Vermilions in Oil.  
White Lead.  
Water Stains.  
Wall Finish.  
Yellows, Dry.  
Yellows in Oil.

If fact, **EVERYTHING** the painter uses, from the Dry Color to the finishing coat of Varnish, therefore we cannot be deceived by adulterations, and we know "where we are at" when we make claims for our productions.

**The James Robertson Co. Ltd.,** 263-285 King Street West, **Toronto**

Telephones 819 and 1511.



Copper Amalgamated.  
Langwell's Babbit, Montreal

CANADIAN

# HARDWARE

AND METAL  
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, DECEMBER 12, 1896

No. 50



## MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

### MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.  
CHICAGO OFFICE—Traders' Building.  
MONTREAL OFFICE  
Caverhill, Learmont & Co.  
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

## HOOP IRON AND STEEL

If you want the best quality and most uniform rolling, specify "Dominion Crown" Brand (iron), or "Clark" Brand (soft steel).

A. C. LESLIE & CO.,

Agents,

MONTREAL.

## Largest Manufacturers under the British Flag

Are you getting there? If not, try the "Safford" line; it's the surest for all runs, saves time—not necessary to stop over—to take out long bolts or experiment with weak sections—the "Safford" plows past and over cheap constructions.

# "Safford"

KING OF

# Radiators

The only Radiator in the world made without bolts or packing. Guaranteed to last forever.

225 sizes—every style and shape.

MADE ONLY BY

THE



Radiators Without Bolts or Rods  
—Our Game—

TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.



[illegible]

**Write Us For Prices.**

... TORONTO

All our goods are full weight and well coated.



# Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, DECEMBER 12, 1896

No. 50

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

**The MacLean Publishing Co.**  
LIMITED

FINE MAGAZINE PRINTERS  
and  
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.  
MONTREAL: - Board of Trade Building.  
Telephone 1255

EUROPEAN BRANCH:  
Canadian Government Offices,  
17 Victoria St., London, S.W.  
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.  
Major A. G. Campbell,  
General Subscription Agent.

## THE GOVERNMENT MUST CONTROL.

THE question as to the control of the proposed railway through the Crow's Nest Pass is scarcely secondary in importance to the building of the railway itself.

Whether the building of the railway be undertaken as a Government work or not the people of the Dominion have a financial interest in the concern, for, if in not a more direct way, money will come out of the Dominion Treasury in the shape of subsidies. This is beyond all peradventure. And where there is financial interest there ought to be co-operation of control.

The need of the railway is recognized by every business man in Canada; for the absence of the road means to him an absence of the trade he might do with the mining communities in the Kootenay. The railway is needed by the miners of the Kootenay; for with its advent would come cheaper coal and more rapid development of the rich mineral resources of the country. The farmers of Manitoba and the Territories need it; for they want to get their products into the thriving mining settlements.

But badly as we want the railway and necessary as it is that it should be constructed quickly, yet haste that would endanger the maturing of ways and means for guard-

ing the interests of the people of the country is to be deprecated.

The people of Canada cannot afford to run any risks whatsoever in this matter. There must be no discrimination against any class of people or against any locality. The merchants of Victoria should not be denied privileges that may be accorded their confreres in Montreal, or those in Winnipeg such as may be enjoyed by the shippers in Toronto.

Discriminating freight rates are the chief blemish upon the character of the otherwise excellent railway systems of the Dominion, and ways and means must be devised to prevent the possibility of their being practised on the proposed new route through the Rockies.

There is not a railway in Canada to-day toward the construction of which public money has not been contributed, and yet the public have practically no part or parcel in the controlling of them.

Just as certain as it is that a railway through the Crow's Nest Pass is needed just as imperative is it that there shall be Government control, and control not nominal but real.

## FAVORED BY BUSINESS MEN.

BUSINESS men in the principal commercial centres of the United States seem to be generally favorable to the adoption of the Dingley tariff bill, if the resolutions being passed by their respective organizations can be taken as a criterion.

The object sought by the promoters of this bill is an augmentation of the revenue, which is now short of the expenditure to an alarming extent. And even for revenue producing purposes it is only of a temporary character. In the words of the bill's preamble, it is a measure "to temporarily increase revenue to meet the expenses of government and provide against deficiency." Its operation is to cease August 1, 1898.

In the construction of the bill, re-

course for material has largely been had to the McKinley tariff of 1890. For instance, all raw wools in classes one and two of the McKinley tariff it is proposed to subject to a duty of 60 per cent. of that instrument. It is proposed to do the same thing in regard to carpet wool and manufactures of wool generally. Lumber, too, it is designed to tax within 60 per cent. of the McKinley law. Pulp wood is, however, still to be exempt from duty, provided that the country from which it comes does not impose an export duty upon pine, spruce, elm or other logs.

On the articles included in the other tariff schedules, the Dingley bill calls for a duty "equivalent to 15 per cent. of the duty imposed on each of said articles by existing law, in addition to the duty provided by said Act of August 27, 1894."

The Dingley bill received the approval of the House of Representatives during the last session, and the document is on the calendar for the consideration of the Senate now in session at Washington.

It is claimed by the author of the bill that it will create \$40,000,000 of additional revenue, but a great many people are sceptical regarding its ability to do this. Under the McKinley tariff, for instance, the rate of duty on manufactures of wool was 98½ per cent. The Wilson bill reduced it to 47 per cent. But according to the Bureau of Statistics the Dingley law would raise it to 75¾ per cent. And it is thought that an increase of 28¾ per cent. to the present rate of duty will lead to such a decreased importation of these goods that the calculations of the framers of the bill will scarcely be realized as to the amount of revenue that will accrue. The same law also naturally applies to the other articles upon which it is proposed to increase the duty.

The particular reason why the business men favor the Dingley bill appears to be born of the desire to have the tariff question



settled as speedily as possible, thus obviating a repetition of the year's agony experienced during the revision of the tariff of 1894.

#### A WINTER CARNIVAL.

SOME Montreal people want a winter carnival. Happily there is no long felt want to be filled. The demand is limited to hotel proprietors and dealers in goods that are likely to be bought by American tourists. Retail jewelers, for instance, who have a few souvenir spoons to dispose of, are among the leaders in the movement.

HARDWARE AND METAL for years has written against any kind of winter celebration in Canada in which ice palaces, skating, tobogganing and similar novelties were the chief features of the advertising to draw visitors. We know from actual experience that this kind of publicity injures the country.

Six years ago we sent one of our staff to represent us in Great Britain. He is continually visiting every centre of trade in England, Ireland and Scotland. He meets many leading men who know nothing of Canada but what they read in the newspapers. He has found that many—very many—of them have an idea that we wear furs from January to December; that during six months in the year we are frozen up like the bear; that consequently we are too poor to buy British goods. In fact they take no interest in this country as a place to visit or to do business with.

It is only a few years ago, as we mentioned at the time, that Canada was represented in the Lord-Mayor's procession by an iceberg, drawn on a wagon. For a native Canadian they had a mongrel Greenlander in his furs, with his bow and arrow. Our representative, hearing what they proposed doing a few days before, called on the authorities to protest. They positively refused to believe that not one Canadian in ten thousand had ever seen an iceberg or wore furs, or carried his bow when he went out. Only in June last, at the military tournament in London, the Canadian militia was represented by a detachment of soldiers in furs with snowshoes on their backs. They were seen by thousands, and, worse still, the illustrated papers reproduced them with comments and placed this erroneous idea of the country before hundreds of thousands of others. Some of them actually explained that this costume was worn all the year round. The writer has been over 20 years in the Canadian militia and has never yet seen a soldier on snowshoes. There is not a corps to-day that even possesses a supply of fur caps.

Mr. McNicoll, general passenger agent of the Canadian Pacific Railway, spoke very strongly against a carnival, and was sup-

ported by Mr. Davis, of the Grand Trunk. The interests represented by these gentlemen would make money directly out of an affair of this kind. They took a much broader view. They saw that such an advertisement would help to maintain the false impression prevailing in the States and Europe.

It is the duty of business men to sit most emphatically upon the proposal to hold a carnival in Montreal or anywhere else in Canada. If approached for contributions they should positively refuse to give a cent.

The Swiss Government having sanctioned the manufacture and use of weights made of glass, people should have no difficulty in seeing through the weight of a thing.

#### MONTREAL'S HARDWAREMEN.

THE Metal and Hardware Association of Montreal held its annual meeting in the Board of Trade last Wednesday. The main business of the gathering was arranging for the conferences with the Tariff Commission, which meets in Montreal next Wednesday.

President Crathern was unable to be present owing to an accident, and Vice-president T. J. Drummond took the chair, with J. B. Learmont, George E. Drummond, F. Caverhill, W. S. Gardiner, R. Greig, J. Pyke and T. Bacon present.

The annual report of the business transacted by the association during the past year was submitted, adopted and ordered to be printed in the forthcoming annual report of the Montreal Board of Trade.

Then the question of the Tariff Commission came up, and a lot of discussion ensued. It was eventually decided that President Jas. Crathern, Vice-President T. J. Drummond, Treasurer J. B. Learmont, G. A. Kohl and J. Pyke would be a delegation to present the general views and principles of the association on the tariff to the Commission.

Subsequently it was decided that each branch of the trade should discuss the points of direct interest to it, and the following gentlemen were requested to convene gatherings of representatives of each branch for such discussion, and the preparation of evidence to be submitted to the Tariff Commission:

Metal and heavy hardware—Jas. Crathern.  
Shelf hardware—J. B. Learmont.  
Founders—R. Greig.  
Wire and general manufactures—F. Fairman.  
Rolling mills—Wm. McMaster.  
Blast furnaces—G. E. Drummond.  
Foreign manufacturers' agents—J. Pyke.  
Canadian manufacturers non resident in Montreal—T. Bacon.

The election of officers for the ensuing year was put off until the January meeting.

#### DROP IN CUT NAILS.

A sharp decline in the price of cut nails is announced this week. It amounts to 45c. per keg, and was decided upon at a meeting of manufacturers held on Wednesday.

Indirectly the decline is due to the demoralized condition of the nail market in the United States, and directly to the fact that the manufacturers on the other side are industriously seeking in Canada a market for their products. One maker in Canada declared to HARDWARE AND METAL that the American people were flooding this country with quotations from one end to the other.

The base price of cut nails is now \$2.30, and the rebate on carload lots 7½c. per keg instead of 15c. as formerly. The discount to retailers of 10c. per keg off the face of the invoice still obtains.

The price of cut nails is now nearly as low as it was during the minimum figures of two years ago, when the association base price was \$2.25.

#### ADVANCE IN FANCY GLASS.

Advices to hand in Toronto this week from Belgium announce an advance of from 15 to 20 per cent. in the price of colored, fancy and enamelled glass.

Glass of this description, it appears, was not advanced when the appreciation in plain glass took place some months ago, the manufacturers, for some reason or other, having deferred doing so till now.

In sympathy with the advance in the primary market local dealers have this week marked their figures up 10 per cent.

Stocks of colored, fancy and enamelled glass on the Toronto market at the moment are not large, but further shipments are on the way.

#### THE DEMAND FOR HOCKEY SKATES.

THE feature of the skate market this season is the demand that is being experienced for hockey skates, as a result of which stocks all over the Dominion are pretty well broken. This appears to be particularly true of the imported article.

If the present condition of affairs continues it looks quite probable that stocks now in the hands of both jobbers and manufacturers will not be sufficient to supply the demand.

It seems as though boys from twelve years of age and upwards cannot this year be satisfied with anything else but hockey skates, which in turn ought to help business with the boot and shoe dealer.

In view of the briskness of the demand for hockey skates it is to be hoped dealers will not cut prices as they have in other years on ordinary skates. There may be more money in them a month or two hence than there is now.



**THE METRIC SYSTEM.**

**A** CORRESPONDENT writing to the editor of The Engineer, of London, offers the following to show why the metre is not a measure for the standard, and is an inconvenient standard of length for mechanical work:

"The metre was originally fixed without reference to practical considerations of convenience and utility, but simply as a theoretical fancy, to adopt the 100,000th part of a degree of latitude as the standard measure, with the idea of basing the measure on the earth itself, irrespective of any minor consideration of utility. Unfortunately, this was subsequently upset by more correct measurements of the earth, showing that the metre was not really the 100,000th part as intended; and it has now consequently to be referred to an authorized standard metallic measure, like other standard measures.

"A good, practical illustration of the objection to the metre can be given from one branch of mechanical engineering—locomotive engines. The cylinders are spoken of and thought of as 16-inch, 17-inch, 18-inch, 19-inch, etc., diameter, but in metre nomenclature these would be 630 mm., 669 mm., 708 mm., 748 mm., and they are so dimensioned on foreign engine drawings. Now, 16, 17, 18, 19 are convenient figures to speak of and to think of, and convey

simple and definite ideas; but such figures as 630, 669, 708, 748 are cumbersome and inconvenient, and fail to convey a simple and definite comparison. As another illustration, the driving wheels are spoken of and thought of as 5 feet, 6 feet, 7 feet, 8 feet diameter, but in metre nomenclature these would be 1.968, 2.362, 2.756, 2.949, and they are so dimensioned on foreign engine drawings, even more cumbersome and inconvenient than in the case of the cylinders.

"The two standards of measure, feet and inches, afford a striking facility and convenience in mechanical work generally, as in locomotives, inches for cylinders, axles, plate thicknesses, etc., and feet for wheels, frames, wheel centres, boilers, etc. In the original proposal of the metre an attempt was made to provide other units of measure by a pretty looking series of decimally arranged standards: Kilometre, hectometre, decametre, metre, decimetre, centimetre, millimetre; but this, it was found, would not work, and the standards are practically reduced to the two extremes, the kilometre of 1,000 metres and the millimetre of 1-1000th metre. Of these the kilometre—about .62 mile—is alone found a convenient and useful measure, the millimetre—4-100ths of an inch—being too small for general dimensions of machinery, and not small enough for fitting dimensions, as gauges and templates."

**WHITE LEAD.**

Judging from the enquiries that are being received by Toronto jobbers, dealers in the country are desirous of placing orders for white lead, delivery to be made next year. But there appear to be few, if any, transactions, as buyers do not appear willing to pay present prices.

Grinders declare that, as they are practically losing money at present prices, they do not see how lower figures are to rule.

**TO PREVENT WINDOWS FROM FROSTING.**

If the moisture in the store-room is not too great the frosting can be avoided by painting the glass with a solution of glycerine in 63 per cent. alcohol, says an exchange. Glycerine, like chloride of lime, has the property of absorbing water, and this action overcomes the difficulty. For small show windows sulphuric acid may be employed, as is done in Russia. This, however, is only efficacious where the windows are double. The cracks between the two window frames and around the edge are kept tightly sealed and several small vessels half filled with concentrated sulphuric acid are left in the space between the plates of glass, but the simplest and best cure of all for frosting windows is to have a small electric fan playing near it continuously. The air is thus kept in motion, and there is no chance for the frost to settle on the glass.

## Are you interested in the sale of Pistols?



*IF SO, we wish to call your attention to the fact that our house manufactures more high-class Revolvers each year than any other establishment in America. We have been doing this for over 26 years, and our goods are known all over the world. We ought to know how to make good goods at honest prices by this time, and we assure you that we do. Therefore, we want to send you our Art Catalogue of Firearms and to correspond with you as to dealers' terms, etc. Our address is*

*Iver Johnson's Arms and Cycle Works*

*Fitchburg, Mass., U.S.A.*



## THE TARIFF ENQUIRY.

IN LONDON.

THE Tariff Commissioners were in London on Friday and Saturday.

The first deputation consisted of Messrs. John McClary, president, and W. A. Gunn, secretary, of the McClary Manufacturing Co.; Wm. Yates, London Tool Co.; Frank Noble, London foundry; T. A. Stevens, Stevens' brass foundry; Arthur White, White machine foundry; W. H. Wortman, of the Wortman and Ward Manufacturing Co.; F. R. Shore, of the London Lock Wire Fence Co.; Charles Leonard, of E. Leonard & Son, manufacturers of boilers and engines, London. Mr. McClary said the articles he manufactured were stoves, stamped ware, a large line of household utensils, and granite ware. Business could not be profitably conducted unless the Canadian manufacturers controlled the trade of this country. While they were developing their plant until they reached the requirements of the home market, the competition here being fully up to requirements, the foreign competition was seeking to divide the market. The Canadian manufacturer had accordingly to produce the goods at so low a price that he could command the trade of the country, and if the tariff should unfortunately be so lowered as to admit the foreign competition to divide the market, the Canadian industry would be crushed out, and it could not succeed. The domestic competition in the United States was perhaps worse than in Canada. The industry here had enormously developed there, and the excessive capital invested in it, as well as the overproduction, meant a struggle and the survival of the fittest, involving a great loss of capital on most lines. Proceeding, he said: "We manufacture a large line of household utensils, stamped and pieced tinware. On these lines we have a protection of 25 per cent., costing about 15 per cent. to deliver the goods to Halifax, and 25 per cent. to the Pacific Coast. These goods, largely through improved methods of production, have been reduced in price on the average about two-thirds of what they brought 15 years ago. We also manufacture copper ware, protected 30 per cent.; enamel ware, 35 per cent. On the product of our foundry, consisting largely of stoves, furnaces, hollow ware, etc., we have a protection of 27½ per cent., or equivalent to 22½ per cent. if we had free raw material. There is comparatively a better protection on stoves, on account of the varieties and patterns by different makers, than lines of goods made to standard patterns. This does not apply to hollow ware, which is insufficiently protected. As to en-

amel ware, I observe by the press reports that Mr. Kemp, of the Kemp Manufacturing Co., went into long details before the Commission in Toronto. I may add that when the Americans had control of this market and had to meet German competition, they put on the market an accumulation of seconds or culls which they had feared to put on their own market, as they would demoralize prices and injure the reputation of the goods. They shipped them here at prices that the purchaser could pay a duty of 30 per cent. and ship them back to their own market, and pay a duty of 45 per cent. and sell them there. The Americans, from German competition, were apparently driven from this market in spite of these conditions. Since the three enamelling works started here in the last two years, prices have declined from German competition about 50 per cent., or 33⅓ off the face. The Canadian maker is forced to sell his product at or near the cost to meet this competition. The average of our employees is about 500. Our pay sheet for 1896 will be about \$200,000. We have a well-equipped manufacturing plant, with the most modern machinery, costing more than \$200,000, not producing one cent to our shareholders. In other words, this factory is run on the most economical scale, and the product distributed to the trader and the consumer below legitimate fair market values, largely through over-production and home competition. In other words, we could not distribute from earnings to our shareholders ordinary current rates for money on our working capital, not taking into account the \$200,000 plant. I need hardly impress upon you that the business could not successfully continue in its present form under more unfavorable conditions unless the difference could be squeezed from labor. Any reduction in the tariff on lines that we produce, I think, would be disastrous to the business and injurious to our employees, unless fully offset by a reduction in raw material. In reply to Sir Richard Cartwright Mr. McClary said that the duty on the kind of steel used by him, and which formed the basis of the manufacture of enamelled ware, has been reduced from 30 per cent. to 5 per cent. There was a heavy duty on the chemicals that he used and also upon the oil required for fuel. Labor formed a large percentage of the cost of manufacturing, and labor in Germany cost less than half of what it did here.

Mr. McClary further said if the pig-iron duties were reduced one-half it would make a difference of 2½ per cent. in the price to the consumers on stoves. If pig iron was

admitted free the difference in price would amount to 5 per cent.

Mr. Fielding: Will the reduction of the duty on raw material cheapen the price of iron?

Mr. McClary: Yes; there is no doubt about that. He had, he said, been using Hamilton iron and found it very satisfactory. The Londonderry iron used to be better than it is now.

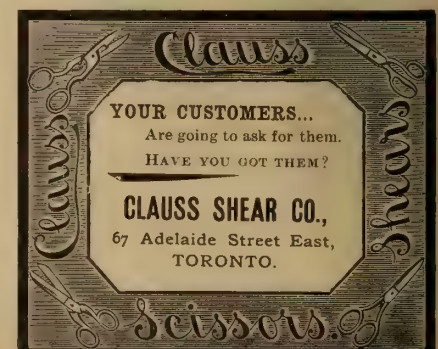
Mr. Paterson said he had used some of the McClary goods and found them very satisfactory. It was a most hopeful sign when they could be produced so cheaply.

[NOTE.—In our issue of Nov. 21, through a typographical error, Mr. Kemp, of the Kemp Mfg. Co., was made to say that his firm employed 200 hands. It should have read 300 hands.—ED. HARDWARE AND METAL.]

Mr. A. W. White suggested a rearrangement of the tariff in connection with the raw materials entering into the manufacture of engines and boilers. He would not like to do it by antagonizing the iron industry in any way, but would prefer to see the duty on the manufactured article increased.

Mr. Charles Leonard, of Leonard & Sons, manufacturers of stationary engines and boilers, thought the duty on boiler plates of 12½ per cent. ought, along with sheet iron, to be reduced. The duty on the articles he manufactured was 27½ per cent.

Mr. Yates, manufacturer of machine tools, agreed with the statement made to the Commission by Mr. John Bertram, of Hamilton. He did not want to injure the manufacturers of raw material, such as pig iron, bar iron and steel, and did not know that he wanted any particular reduction in duty. He recognized that the United States manufacturers were producing largely in excess of demands, and could therefore see what any reduction in the tariff meant to those men who had started and invested their money in industries in this country. "I have strongly debated the question in my own mind whether free trade would assist us or not, and I find that really we could not exist with such a policy, for this reason: We will get no American to buy Canadian





tools. They are so wedded to their own ideas of machine-making that anything foreign would not be taken at any price." Mr. Yates pointed out also that some of the machines he made were patented on the other side. Under free trade those machines would be prohibited from entering the U.S., but there would be no hindrance to the entry of American tools into Canada. His prices were 35 per cent. lower than they were in the U. S. The duty was 27½ per cent.

Mr. Wortman, manufacturer of iron pumps and churns, declared that iron pumps were being brought in under a duty of 30 per cent. If the duty were lowered it would curtail his output, and make business unprofitable.

Ald. Geo. W. Armstrong, London brass works; and Mr. T. A. Stevens, of the Stevens Brass Works, asked that there should be no reduction in duty, but that in the event of a change it should be increased. They manufactured plumbers' and steam-fitters' supplies, and find that American manufacturers are able to undersell them at Toronto and Montreal. Whenever they applied for orders they were told that the firms on the other side sold at much cheaper prices.

Mr. Stevens, in reply to Mr. Fielding, said he did not think that the increase of duty would lower the price, but it would give the Canadians their own markets. None of the factories were now fully employed, although they were a few years ago. His firm was not turning out anything like the amount it would if it could obtain this market. All they wanted was to keep the Americans at home. The total output of the six home factories was only \$200,000, so greatly had the trade been crippled by American competition. The increase of the duty from 30 to 40 per cent. was asked. Raw materials were free.

Mr. Thos. Bryan asked that bristles, hair and fibres, raw materials, used in the manufacture of brushes, be kept on the free list, and that the present import duty on the manufactured article of 25 per cent. be maintained, so as to protect the domestic manufacturers from foreign competition.

Mr. John Forrestal, London and Petrolea Barrel Co., urged that the duty on imported barrels of 25 per cent. be maintained.

Mr. A. Keenleyside, oil dealer, got his raw material free from the United States. The barrels in which the grease for making oil is imported should be made free, he said. The duty on the lard oil was 20 per cent. He would not complain if the duty were increased.

Mr. Still, on behalf of the manufacturers

## "The Quality Justified the Demand."

*Our Agents at Lindsay, Ont., write us as follows:—*

"In reply to your enquiry re the Sherwin-Williams Paints, we have to say that our experience has been most satisfactory. We have sold far more of them this first year than several other makes that we have been introducing and selling for years. The quality must justify the large demand we have had for them.

"Wishing you continued success,

"Yours truly,

"J. G. EDWARDS & Co."

**The Walter H. Cottingham Co., Ltd.**

... Manufacturers of ...

**The Sherwin-Williams Paints  
MONTREAL**

of wood handles and wood-turned goods, stated that in 1882 there were only two establishments, which between them did not employ more than 30 hands. To-day there were eight establishments exclusively manufacturing these classes of goods. His business had grown to such an extent that he was able to make more money with a profit of 5 per cent. than with a profit of 30 per cent. when the market was much smaller. The duty was 25 per cent., and on hay rakes 35 per cent. In spite of this, however, the American manufacturers were shipping to this country low-class goods at a price much under United States values. To prevent this he urged the adoption of a specific instead of an ad valorem duty. The consumer in Canada was getting his goods at a rate 33½ per cent. less than formerly.

Superintendent Morford asked that bituminous coal be placed on the free list. At present it pays a duty of 60c. a ton. The Michigan Central Railway, in operation on 450 miles in Canada, consumed 145,000 tons of bituminous coal in 1895, costing in the neighborhood of \$180,000 for duties. If free coal could not be granted a reduction to 30 or 35c. would be very acceptable. If they were compelled to use Nova Scotia

coal the cost would greatly exceed that of anthracite.

Mr. Martin Church, of the Page Wire Co., desired to be placed on a footing of equality with the manufacturers of barbed wire fencing, on which there is a duty of 1¼c. a pound. The latter are able to import wire at 20 per cent., while he is only able to import 32 per cent. of the wire required at that rate. On the remaining 68 per cent. a duty of 25 per cent. was exacted.

Mr. Robert Kerr, of the Kerr Engine Works, Walkerville, favored the continuance of the duties affecting him, although he rather suggested a reduction in the duties on raw materials.

Messrs. John Bowman, James Cowan, James Reid, A. Westman, John Bland, of John Wright & Co., and James Kerrigan, of the Hobbs Hardware Co., representing the hardware section of the Board of Trade, urged a classification of the duties upon hardware. At present they are very complicated in nature, and lead to unjust rulings.

Mr. Kerrigan suggested an ad valorem duty on tacks, instead of the specific duty



of so much per thousand. Some tacks ran 2,000 to the pound, and others 2,500 to the pound, and the appraiser often insisted upon counting them in order to ascertain what the duty should be. There ought to be an ad valorem duty on cordage, instead of a specific, and a uniform duty on cotton twines. Some twine, when imported for fishing purposes, was free but for ordinary purposes 15 per cent. was paid. All should be free, or else pay a uniform duty, as the privilege of free importation was greatly abused.

Mr. Fielding said that to impose a tax where fishermen had been importing the twine free for a long time would be a great hardship. Could not twine be imported free for fresh water fishing?

Sir Richard Cartwright: The Customs won't swallow that.

Mr. Kerrigan went on to advocate a uniform duty on building paper and an ad valorem duty on spades and shovels. The latter paid at present a duty of 25 per cent. and 50 cents a dozen. Ad valorem duties were also urged on manufactures of wire, clothes wringers and plated ware. He complained of the Customs' rulings with regard to invoices. The duty should be levied on the amount of the invoice after deducting the freight.

Mr. Fielding brought to the witness' notice the statement frequently made to the commission, that American goods were invoiced to Canada at rates below the selling price in the United States.

Mr. Kerrigan declared the statement was incorrect, in so far as it related to hardware. In competitive lines, where manufacturers made their own prices, they sold as cheaply in the United States as they did in Canada.

Mr. W. G. Cole, carriagemaker, stated

that on carriages under \$50 in value there was a specific duty of \$5 and 25 per cent. They could do what they liked as far as that was concerned. On carriages over \$50 in value there was a duty of 35 per cent. He would like the duties reduced on axles and springs, at present amounting to 1c. per pound and 20 per cent.; on carriage hardware amounting to 32½ per cent., on steel forgings amounting to 35 per cent., on varnishes amounting to 20c. per gallon and 20 per cent., on carriage lamps amounting to 30 per cent., and on tire bolts amounting to 1¼c.

Mr. Alexander Smith, representing T. Pepper & Co., of Guelph, makers of axles and springs, admitted that the duty on axles was high, but he did not think the carriage-makers had any reasonable cause to grumble as to prices. He did not object to a little reduction in the duty, as his firm was actually selling goods at a point near the American prices. He asserted that American manufacturers did not quote special prices on goods for export.

#### IN PETROLIA.

The Commissioners spent a short time in Petrolia on Monday. There are five large refineries in active operation there, the greatest of which is that of the Imperial Oil Co. The others are controlled by the National Oil Co., of which Mr. John Macdonald is president; the Queen City Oil Co., the Consumers' Oil Refining Co., and the Petrolia Crude Oil & Tank Co. Besides these three is the refinery of Mr. J. R. Minnick, at London.

Mr. John Goodison, manufacturer of threshers, mowers, ploughs and cultivators at Sarnia, waited upon the Commissioners while they were in Petrolia. He said that he used bar iron, pig iron and sheet steel,

and that he had to pay more for these materials than his competitors on the American side of the line. Bar iron costs \$1.80 and \$1.85 a hundred pounds in Canada. On the other side the prices were \$1.20 and \$1.25. Rolled steel costs \$2.65 in Sarnia, and \$2.20 in Port Huron. American pig iron costs in Port Huron \$14.60 a ton. Hamilton blast furnace iron costs \$19, or the price of the American product with the duty of \$4.40 added. Mr. Goodison was prepared to take his chances with free raw materials and the American market open to him. He did not fear competition.

#### IN WOODSTOCK.

A two-hours' session was held in Woodstock on Tuesday.

Mr. Jas. Hay, president of Hay & Co., manufacturers of furniture, sewing machines, and cabinet work, said he thought the tariff should be allowed to remain as at present. Since the introduction of the National Policy there had been a large increase in the production of furniture. At the inauguration of that policy there were probably about six factories in Canada making two classes of work—one a very expensive and the other a very cheap class. To-day he supposed there were 50 firms, manufacturing practically all the furniture that was consumed in Canada, excepting, possibly, that used by the very wealthy and that required for samples.

Mr. Robert Whitelaw, engine works and milling machinery, complained that the duty on his raw material was higher than on the finished product. On the former it averaged 30 to 35 per cent., and on the latter it was 27½ per cent. For example, chilled rolls, used in the manufacture of rollers for flour mills, paid a duty of 35 per



**High Velocities. L. W. Pressures.**  
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**  
**THE SMOKELESS POWDER CO. LTD.**  
Dashwood House, New Broad Street, London, England,  
Works: Barwick, Herts



**TRIALS by ELEY BROS. and "ROD & GUN."**

**UNEQUALLED RECORDS. VELOCITIES:**

At 21½ yards, 1012'68 feet per second.  
" 43 " 872'72 " "

Far in excess of any other Powder—Nitro or Black.

**Pattern 233.**

**Pads penetrated (Eley's Special) 30'6.**

**Pressures 2'17 tons only.**

All future issues made to this standard.



**SMOKELESS RIFLE AND REVOLVER POWDERS.**

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine. and Sporting Rifles, '236 to '325 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

**THE NEW SMOKELESS (SS) GAME REGISTER**  
Wholesale Agents for the Dominion: **LEWIS BROS. & CO.**

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

**30 St. Sulpice St., MONTREAL.**



# H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE  
MERCHANTS.

 **Toronto.**

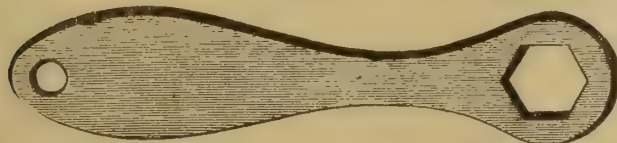


Nos. 5, 7, 9, 10. All sizes.

**HOCKEY SKATES  
HOCKEY STICKS**



Skate Straps.



10



12



14



15

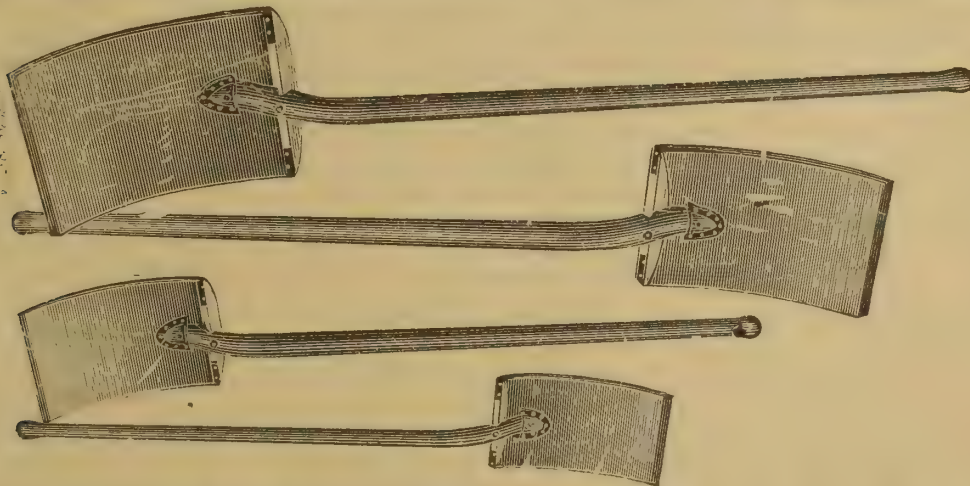


16

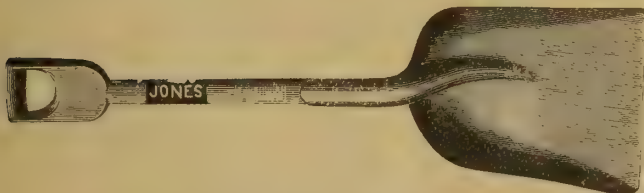
**A Full Assortment of Parts for the Acme Skates.**



**Steel Snow Shovels, T or L Handles.**



**FAVORITE WOOD SNOW SHOVELS--PAINTED RED. 6, 7, 12, 13, & 14 IN.**



**SOCKET SCOOPS.**

Nos. 2, 4, 6, 8, 10 and 12.



**RIVETTED SCOOPS.**

ORDERS FILLED PROMPTLY.

...Graham Wire and Cut Nails are the Best...

**H. S. HOWLAND, SONS & CO., TORONTO.**

Send for our CUTLERY CATALOGUE for 1896-1897.



cent., while milling machinery was admitted at 27½ per cent.

Mr. A. D. Stewart, of the Stewart Mfg. Co., read a statement to the Commissioners. He manufactured hall stoves, ranges, hollow-ware, hot air furnaces, parlor grates, registers, etc. He desired no change in the tariff. If the tariff were reduced 5 per cent. the market would be open to their neighbors. As it was, there was outside competition in some cases. There was no combine amongst manufacturers of stoves either in Ontario or Canada, nor had there been for years. Home competition had held prices low. He desired to see mining development encouraged, and, therefore, did not want any reduction in the duty on pig iron for the present at least. This year he had been using a mixture of three-quarters Hamilton and Nova Scotia pig iron, and was producing as strong and serviceable castings as were ever turned out, and which would match with that made from Scotch or American iron. The removal of the duty would only make an average difference of 67c. on each stove.

Mr. F. W. Allen, of the Woodstock Wind Motor Co., spoke of the duties upon the raw materials which enter into the manufacture of steel windmills. One should be reduced and others put upon the free list.

Mr. Robert Barret, manufacturer of piano strings, wanted the duty upon these articles increased. He was paying 25 per cent. for his raw material, or as much as the duty on the finished article. The manufacturer on the other side was able to pay the duty and still undersell him by from 25 to 30 per cent. Piano strings on the other side were sold for \$1.50, while he could only afford to sell them at \$2.50.

Mr. Kendal said he manufactured rattan ware. He wanted certain sizes of wire, which he said were not made in the country, freed from duty. He used Bessemer spring steel and soft drawn steel wire. The manufacturers refused to make it in the country, and he had to import and pay 25 per cent. duty.

#### IN ST. CATHARINES.

The Commissioners reached St. Catharines on Tuesday afternoon, and were in session there till 10 p.m.

Mr. Alex. McMillan, of McMillan & Haynes, manufacturers of saws and iron and brass bedsteads, said he was fairly well satisfied with the tariff as at present. Saws were sold very cheaply now, competition being very keen amongst the Canadian manufacturers, of whom there were thirteen. There was no combination and no understanding as to prices. The rate of duty was 32½ per cent. His raw material, consisting of steel and grinding stones, he imported. The steel came from Sheffield, and the

grinding stones, which were subject to a duty of \$1.75 a ton, were obtained from Cleveland. The Americans manufactured on a larger scale, and had to make Canada a dumping ground for their surplus products. The duties were higher on Canadian saws going into the United States, amounting to 50 per cent. on the cheaper quality of cross-cut saws. Since July he had been making bedsteads, and was importing his raw materials from the United States. If the tariff of 30 per cent. were continued he hoped to have 40 or 50 men making bedsteads alone.

Mr. John Cloy, ship chandler, of Thorold, spoke as a consumer of cordage. He said that in Canada there was a combine controlled by the National Cordage Co. of New York. Consumers were taxed to the tune of 30 per cent. without any corresponding benefit being derived by the country. In other words, the tariff was prohibitive, and no revenue was derived by the Government. The difference in the price in the United States and Canada was from 2½ to 3c. a pound. The total production of cordage amounted to from \$1,500,000 to \$2,000,000 annually. That 30 per cent. figured up to from \$300,000 to \$450,000 a year, the sum which was taken out of the pockets of the consumers. The raw material used in the manufacture of cordage was free excepting coal oil. One cent a pound was ample profit on the manufacture of the raw material.

He said that this spring the combine, being anxious to receive a share of the shipping trade through the Welland Canal, agreed to supply him with cordage at New York price, or 2 to 2½c. cheaper than they were supplying the wholesale trade. The wholesale trade heard of this and the arrangement was terminated.

Mr. Wm. Chaplin, manufacturer of harvest tools and edged tools, spoke as the representative of four out of the five edged tool factories in the country. They considered that the present ad valorem duty was none too high in view of the peculiar circumstances now prevailing. Competition came, to a great extent, from the United States, where the industries, in consequence of the enormous difference in the population, were very much larger than in Canada. In the United States manufacturers went in for particular lines, whereas owing to the limited market in this country the Canadian manufacturers had to produce five or six lines. The American manufacturers could beat their Canadian competitors by at least 8 to 10 per cent., in consequence of the great difference in the size of the factories and their ability to subdivide to a greater extent than could be done in this country. Five per cent. of the United States production would supply the whole demand here. Mr. Chap-

lin complained that prison-made harvest tools were admitted to this country at low figures. They could easily see the effect of competition in goods thus produced when wages in Canada amounted to 40 per cent. of the selling price of the product. In order to retain possession of the Canadian market the Canadian manufacturer sold at least 10 per cent. below the rate at which American goods could be brought in here and sold for. That was so much off the protective tariff of the Canadian manufacturers. Then there was 5 per cent. for raw material, which the American manufacturer did not have to pay, and the incidental expenses of the Canadian manufacturer amounted to from 12½ to 15 per cent., which the American manufacturer did not have to take into account in sending goods to this country. Under such terms the American could beat the Canadian manufacturer by from 5 to 8 per cent.

#### IN TORONTO.

Another session was held in Toronto on Thursday by the Commission.

Messrs. C. S. Pease, secretary and treasurer of the American Rattan Co., Toronto, and James G. Hay, of the North American Bent Chair Co., Owen Sound, were heard privately. Mr. Pease asked for a continuation of the present tariff of 30 per cent. on furniture and 35 per cent. on baby carriages. The tariff, as a whole, was very satisfactory to his firm, and they desired no change.

Mr. G. W. Noyes, of the Oneida Co., Ltd., stated that the company had a manufactory in the United States and at Niagara Falls, Ont., where it manufactured steel chains, snaps and other goods. Relying upon the continuance of the duties, the company had within the past twelve months built a factory for the manufacture of steel traps. Unless there was a large duty a saving in general expenses of from 10 to 15 per cent. could be effected by moving to the other side and doing the manufacturing for the Canadian trade there.

Mr. E. G. E. Ffolkes, of the Wilkinson Plough Co., of Toronto Junction, asked that iron, coal and fuel oil be placed on the free list and the duty on raw steel be reduced so as to enable the manufacturers to secure cheaper material. Mr. H. W. Fleury, of J. Fleury & Sons, manufacturers of ploughs and agricultural implements, Aurora, also wanted material for implements to have the same rate of duty as the same materials when used for other manufactures. By this means the makers of agricultural implements would be placed on a basis of equality with other manufacturers who use the same materials, which they are not now. Mr. Fleury believed that the rebate of 99 per cent. off the duty on implements for ex-



**Carriage and  
Bicycle Makers'**

# Japan Coach Colors

MASURY'S. JOHNSTON'S (Bull Dog) CANADA PAINT CO.'S.  
Also STANDARD VARNISHES.

## SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

port should be done away with, as this rebate gave the exporters an unfair advantage over those who did not export. If necessary Mr. Fleury thought it would be better to grant a bounty on export implements than to give this rebate. If the manufacturers could obtain cheap raw materials they would soon extend their business. He thought the duties should be taken off now altogether, although the bounty might be increased to encourage the Canadian output. As regards the duties on implements Mr. Fleury did not want to see them increased. He thought the present 20 per cent. quite enough.

Mr. J. G. Greey, of Wm. and J. G. Greey, manufacturers of flour mill machinery, opposed any reduction in the duty of 35 per cent. on chilled iron rolls. If any change were made it should be in the direction of an increase, and not a decrease. A specific duty of so much a pound would be more satisfactory and stop under-valuation.

Mr. E. C. Hill appeared, as he said, for the importers and consumers of bicycles. He questioned the accuracy of disparaging statements by the bicycle manufacturers with respect to machines entering at a low rate of duty. Let the duty be removed and he would sell a \$60 wheel for \$50.

Mr. Richard Garland, manager of the Dunlop Tire Co., was the last to be given a

hearing. In the manufacture of tires his company, he stated, used all home materials, with the exception of a special cotton duck, manufactured in New York. On this raw material there was a duty of 22½ per cent. This he desired removed, or, at least, reduced.

### UNIQUE WAY TO COLLECT ACCOUNTS.

A KANSAS blacksmith, after exhausting every other plan he could think of to induce his many debtors to settle their accounts, hit upon a plan that succeeded admirably at its first trial. He invited them all to a feast, setting forth in the invitation that he expected them to pay their bills at the time, but wanted to make it as pleasant an operation as possible. The debtors were simply astonished into compliance; they went, ate and paid. The blacksmith is going to have regular monthly bill feasts hereafter, and the merchants of his town are thinking seriously of falling into line.

The blacksmith's idea, remarks Stoves and Hardware Reporter, will be eagerly watched in its further development. Possibly the question of the ages has been solved. Men are attracted from afar by the prospect of a good meal and have been known, ever since the days of Esau, to do

considerably more than pay a just debt in order to obtain it. There is a danger, of course, that some shrewd chap may answer the next invitation, with a letter expressing his regret at not being able to attend and a company it with the amount of his bill, less an amount representing a very high estimate of the money value of the feast and good cheer provided, thus placing the host in a rather peculiar position and establishing an uncomfortable precedent. There are also other contingencies that might arise but it would perhaps be unwise to suggest them. It is to be hoped that the ingenious blacksmith's scheme will prove successful and mark a new era in the art of debt collecting.

### COST OF GAS AND ELECTRICITY.

According to M. Lafargue, it is cheaper to run an electric motor than a gas motor with no load on; but with full load the following are actual figures for a 4½-horse Otto and a 4½-horse Rehniewski electro-motor: Gas: 158½ cubic feet, at 6s. 9d., 12.96d.; oil, at 11d. per pound, 11½d.; up-keep, 1¼d.; sinking fund and interest, 2.16d.; total, 17.52d. per hour. Electricity: 3,900 watt-hours, at 5.4d. per thousand, 21.06d.; oil, at 4.8d. per pound, 0.01d.; up-keep, 0.2d.; sinking fund and interest, 0.95d.; total, 23.616d. per hour.

### NEW ARRIVALS.

### CHRISTMAS GOODS.

Cutlery—Pens, Pockets, Tables and Carvers from Joseph Rodgers & Sons, John Askham & Son, Geo. Butler & Co., H. Boker, etc. Razors—Leading German and English makers.

SKATES—Several thousand pairs just opened out. Write for our special catalogue on Silverware. Beautiful novelties. Special value. Just the thing for Christmas trade.

**BOWMAN, KENNEDY & CO.** Wholesale Hardware Merchants, London, Ont.



**AN IMPORTANT IRON CASE.**

**T**HE decision of the Supreme Court a Ottawa Wednesday allowing the appeal in the case of Montreal Rolling Mills Co. and Corcoran with costs, is regarded as a most important ruling on the question of liability of employers for accidents to their employes, and the case has been watched with much interest, as it will settle a somewhat doubtful jurisprudence in the province of Quebec on the question of the burden of proof of accidents and as to the effect of the negligence of the employe. The effect of the Quebec Factory Legislation upon ordinary civil proceedings is also involved.

The facts of the case were, that on December 11th, 1893, William Wilson, the engineer of the Montreal Rolling Mills, was killed. At the time he was alone in the engine room, and there was no positive proof how the accident actually occurred.

The most plausible theory was that he had been attempting to draw some water out of the pit of the engine by means of a hose attached to a Korting injector, and had been caught by the fly-wheel of the engine, revolving 1,200 revolutions per minute. Defendants contended that there being no proof as to how the accident actually happened, the court could not assume it had been due to any negligence of theirs. They pleaded that their machinery, etc., were in the best order and condition, and protected as far as possible. They had complied with all the requirements of the factory inspectors, and Wilson himself was instructed to procure the latest improvements and safeguards.

In the Superior Court, Judge Caron gave Wilson's widow \$3,000. The case was taken to the Court of Appeals, which was divided, the majority, Judges Bosse, Blanchet and Wurtele confirming Judge Caron's judgment, and Sir Alexander Lacoste, chief justice, and Judge Hall, dissenting. The case was then appealed to the Supreme Court, and argued in October last, R. D. McGibbon, Q.C., being for the company appellant, and E. Guerin for the respondent. The court was composed of Sir Henry Strong, chief justice, Judges Gwynne, Sedgewick, King and Girouard, and judgment was rendered Wednesday reversing the judgment of the court below.

**OLD STOVE PLATES.**

The museum connected with the archaeological department of the University of Pennsylvania has, according to an exchange, been presented with some interesting relics by Postmaster G. W. Fackenthall, of Riegelsville, Bucks County. They are stove plates which were cast in the old Durham furnaces, and each one bears the date 1785.

The plates were made by Richard Backhouse, who operated the Durham works from 1779 to 1792, and each one also bears his name. In these furnaces were cast the first stoves of the "Adam and Eve" pattern, in 1741. On the side plates were raised figures representing Adam and Eve, the serpent, trees and other objects. In 1745 the "Doctor Franklin" stove was placed on the market, also the product of the Durham works. It is said that some of these old stoves are still in existence in some of the more remote portions of Bucks County.

**CULL HORSE NAILS.**

Editor **HARDWARE AND METAL**: As we have been bothered for over a year in our horse nail trade by cull nails being shipped direct to our customers, we thought that we would write you re this matter, and perhaps you could call the attention of the trade to this grievance, and possibly have it abated. We find that a Montreal jobber canvasses the blacksmiths generally, and sells them these cull nails any size from No. 6 up for \$2 per box. These nails the makers do not put their name on the box. This same jobber delivers shoes to blacksmiths at \$3.50 per cwt., usual terms, which is under the market price. One eastern maker sends all his cull nails out of the country, and we think that if the others did likewise it would be much better for themselves and their customers. Do the rules of the Horse Nail Association make any provision for the disposal of these cull nails, and is the price regulated by them?

We hope that you will take this matter up, as it is a great annoyance to us dealers down east. Yours, etc.,

J. W. B. & SON.

**HAMILTON PIG IRON.**

While the Tariff Commission was in Petrolia the other day, Mr. Goodison, of Sarnia, stated that he had to pay \$19 per gross ton for Hamilton pig iron at Sarnia, while American iron at Port Huron only cost \$13. This has induced a rejoinder from Mr. John Milne, managing director of the Hamilton Blast Furnace Co., who writes: "I beg to state that Mr. Goodison never bought any Hamilton iron, and was never quoted any such price either by the company or by any of their selling agents. The only iron sold by the Hamilton company in Sarnia was sold to the Doherty Manufacturing Co., and was sold at less than \$16 per ton, delivered in Sarnia, and subject to a cash discount of 3 per cent. for payment in thirty days. I am surprised that Mr. Goodison should make such incorrect statements."

**PRACTICAL PUBLICITY.**

BY NATH'L C. FOWLER, JR.

**IF THE DOG WAGS**

His tail it is a pretty sure sign he won't bite you. You judge by appearances and profit by the experience of others. Plenty of people tell you we put good material in the boys' and men's shoes we make. They wear well and — they're warranted. Why not try 'em?

SMITH & CO., 117 MAIN STREET.  
Three minutes north of Post Office.

The above is a fac simile of an advertisement written by a prominent, and presumably successful, expert at advertising, and one of the editors of a most excellent journal of advertising. It was made up as a sample of effective shoe advertising, and was calculated to present the blind style of advertisement writing, which is so much used at the present time. The heading is general, and could apply to any line of business. The reader will not know what it means unless he reads the entire advertisement. The whole burden of the advertisement is in the heading and in the beginning of the descriptive matter. I take emphatic exception to this style of advertisement. I believe that the heading should either tell what the goods are, or else give information regarding the goods, or make some statement which directly pertains to the line of goods advertised. I am aware that cheap patent medicine dealers claim that the blind style of advertising is successful, and perhaps it is if one depends entirely upon ignorant buyers for his trade. I believe that the majority of buyers, and especially buyers of necessities like shoes, are more likely to be impressed with a straight out-and-out advertisement, ungarlished by frills and general argument. The one selling point of this advertisement is, "They Are Warranted," and that is very inconspicuous. I object to any expression like, "Why Not Try 'Em'" for such words are superfluous, and are space-wasters. Appended is a shoe advertisement with a strong point in it, and that point prominent.

# The Shoe You Know

**Warranted all over — guaranteed from sole to upper — price just right — a little higher than cheap folks ask for cheap shoes.**

**Smith & Co., 117 Main St.**



# HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,  
Plumbago and Crucibles.

We are NOW READY TO TALK PRICES AND MAKE CONTRACTS for

“The Celebrated Cavalier Bicycle”

AND

Manufactured by The National Sewing Machine Co., Belvidere, Ill.

“The Pelham”

Made by

A. D. Meiselbach, Milwaukee, Wis.

**CAVERHILL, LEARMONT & CO.**

Sole Agents for Canada

**MONTREAL**

## CUTLERY

*Our Specialties :*

MAPLE LEAF.  
NON X L.  
W. H. MORLEY & CO.  
BATEMAN.

*Also Full Line of*

RODGERS.  
BUTLERS.  
DICKENSONS.  
ASKHAMS, Etc., Etc.

**XMAS GOODS**

Good Assortment Cased Carvers, Fish Carvers, Dessert and Child Sets,  
Cased Scissors, Etc.

QUALITY, PATTERNS AND PRICES ARE RIGHT. WE INVITE INSPECTION.

**M. & L. Samuel, Benjamin & Co.**

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO



## COMMERCIAL MORALITY IN JAPAN.

**A**N important contribution to the discussion of the competition to be expected from Japan in the markets of the world is made by Mr. Robert Young to the November number of *The Nineteenth Century*. As the editor of *The Kobe Chronicle*, Japan, the writer speaks with some authority, and he gives cogent reasons for believing that the Mikado's subjects are likely to lose the foreign customers they have already gained, unless their code of commercial morals is materially and rapidly improved.

To account for the low standard of commercial morality in Japan, one must bear in mind how recently the overthrow of the feudal system took place in that country. The resultant social changes have been vast, but there has scarcely been time to revolutionize the traditional opinions which were the outgrowth of centuries. No doubt, the dislocation of the old feudal structure has been more favorable to the mercantile class than to any other. The territorial noble or clan leader, who formerly enjoyed almost complete local independence, suddenly found himself a cipher, unless he chose to embrace politics. The samurai, or man-at-arms, who used to be regarded by the common people as a hero, but who was possessed of but little education except in the art of war, has been forced during the last thirty years to labor with hands or brain to save himself from starvation. On the other hand, the merchants who had hitherto occupied the lowest rung on the social ladder, being deemed inferior to the tillers of the soil, and but little above the eta or pariah class, have discovered that trade, erstwhile despised, is now a passport to social position, and that wealth confers honor and power. It seemed, however, that, although trade has now become a recognized and reputable vocation in Japan, but little change has as yet occurred in the methods which characterized it during the long period of military supremacy, when trader was but another name for trickster, and the pursuit of commerce was held to argue the lack of integrity. Mr. Young is undoubtedly right in saying that to impute habitually a low ideal to a particular class, and to speak and act as if in the circumstances no higher ideal could exist, is to originate and encourage a defective standard which no sudden change of environment can immediately alter. That the standard has not been altered is pronounced undeniable. It is, we are told, the unanimous verdict of those in a position to judge, that Japanese morality is of a defective type, when compared even with the standard prevailing in China, where trade has never been branded as degrading, or

with the standard of the western nations, which, notwithstanding all the trickery immemorably associated with trade, have yet kept before them a certain ideal of integrity in business, as in other walks of life. According to Mr. Young, it is a common belief among those who have investigated at first hand the conditions of trade in Japan, that commercial morality there stands almost on the lowest plane possible to civilized people; and that, with few exceptions, even those Japanese who prove estimable and high-minded in all other matters are not to be trusted in business transactions. In Japan, the man who fails to take advantage of his neighbor in a bargain is looked upon as a fool.

Several striking examples of Japanese commercial morality are cited in the article before us. In one case a firm of British merchants had imported a hundred bales of yarn to the order of a rich Japanese trader. By the time the goods arrived, however, the market had declined, and the transaction promised to result in a loss to the Japanese buyer. Thereupon the latter fell back upon a course which is said to be commonly adopted in such cases, and refused to receive the goods. The British firm brought an action against him in the Japanese court, but while the suit was still pending a deputation from the yarn guild waited upon them and informed them that, unless they accepted a compromise and stopped legal proceedings, they would be placed under a boycott, and none of the Japanese yarn merchants would have any dealings with them in future. Refusing to be intimidated, the British firm instructed their counsel to inform the court of the attempt to interfere by menace with the administration of justice. He did so, but without effect; for the judges, while giving a decision for the plaintiffs, refused to take any notice of the contempt of court which had been committed by the defendants. Under the circumstances, the British firm foresaw that the boycott would be enforced with ruinous effect, and they accordingly submitted to the so-called compromise by which they lost a large sum of money. It is significant that in the public discussion of this incident, not a single Japanese newspaper expressed any condemnation of the methods pursued by the defendant and the yarn guild; on the contrary, many went so far as to justify them. The case is said to be only one of many which vindicate the standing complaint among foreign merchants in Japan that the native trader will not fulfil his engagements, if by so doing he is likely to suffer loss.

Mr. Young does not confine his strictures to the business methods of ordinary tradesmen in Japan. He does not hesitate to as-

sert that where commercial as distinguished from political and diplomatic morality is concerned, even the principles and acts of the Government leave much to be desired. For instance, it might have been supposed that the promoters of last year's Industrial Exhibition at Kiota, held under the patronage of the Government, and associated with the name of the Mikado, would have aimed at setting a good example to merchants in general. This was scarcely the case. A visitor who saw some articles at the Exhibition which took his fancy, but which were marked "sold," went to the shop of the exhibitor and attempted to purchase similar goods. A price was demanded just 50 per cent. above that marked on the samples in the Exhibition. It was explained that, had the articles forwarded by the firm to the Exhibition been marked at their actual retail price, they would have been refused by the committee, which insisted on the manufactured articles being all marked at low figures; consequently, the exhibitors had to fix a fictitious price on their goods, and then to send agents on the first day of the Exhibition and purchase them back. Mr. Young also shows that, in the teeth of treaties, the Japanese Government for some ten years secretly discriminated against foreigners and in favor of native importers. It seems that all duties are payable in boos, and the rate of exchange for foreigners was 311 boos per \$100; while for natives the rate was 317.44 to \$100. This difference in the rate of exchange was carefully concealed from every legation and consulate, and the only foreign employe in the Customs was kept in ignorance of it. Since the discrimination was detected it has been abandoned; but there is no doubt that for some ten years the Japanese Government was knowingly concerned in a trick to "best" the foreigner.

Mr. Young's conclusion is that things cannot very long go on as they now are, without Japanese traders and all interested in commerce being forced to look at business methods from a higher point of view. Already Japanese consuls have reported that the country's foreign trade is seriously injured by merchants who send abroad matches that will not strike, rice that is not up to sample, and stuffs whose only merit is cheapness. It appears that within the last few years guilds have been formed to introduce better methods of business into certain branches of trade; but they have not yet wrought much improvement, and there can be no radical change so long as there is no public opinion to support the application of morality to business.

The Bain Wagon Works has completed the removal of its plant to Woodstock.





Established 1860.

Incorporated 1895.

# TRAYS

Lithographed, round and oval, black and fancy colors, all sizes, new designs.

PRICES ON APPLICATION.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

## CARIBOO AND LILLOOET.

THE B. C. Mining Journal, of Ashcroft, discussing the past season's work in Cariboo and Lillooet, says:

Development work for the season of 1895 has served to materially advance the Cariboo and Lillooet mining districts. The season of 1897 will see the opening up of some valuable mines. At Quesnelle Forks work on the Golden River Quesnelle Co.'s dam will be pushed with 200 men, who will be employed all through the winter, and it is safe to say that 500 men will be employed in the early spring. The Cariboo mine, in conjunction with the Moorehood Lake ditch and the James Moore property that is to be opened up; the Montreal Co., with their 10 miles of ditch; the Fishback, Maud, Beaver Mouth, Harvey Creek and other big properties; the big drifting and hydraulic mines of the Horsefly, only 30 miles away; and Quesnelle Forks and vicinity—these together will furnish employment for several thousand men. At Quesnelle there will be the Laws mine, the Cottonwood, the Maud M. ditch, the Columbia mines, and various others. At Stanley work on a large scale will, no doubt, be begun on the famous old Lightning Creek. At Slough Creek, Willow River, Antler, Cunningham, Big Valley and other creeks; also at Barkerville, on that richest of all known creeks in the world, from which

\$25,000,000 worth of gold was taken within two miles distance in the early days, and which is now being opened up at enormous expense by the Cariboo Gold Fields Co. with an hydraulic elevator—all these promise well for the future prosperity of Cariboo. Many hundreds of men found employment this year in this section, and none who really desired work at a fair wage failed to secure it. Capitalists will here find advantages which no other part of the world offers for investments. The quartz mines have not been exploited except in a very superficial way, but rich surface showings on Burns Island and Bald Mountains, the Golden Cache mines and others at Lillooet, all tend to prove that further research and a fair use of capital will make the quartz mines of Cariboo and Lillooet districts among the great producers and dividend payers of the world.

From Ashcroft to Barkerville, a distance of 285 miles, more than eighty teams, six and twelve horse, are freighting, and from the present outlook, instead of, as now, shipping for the year from 150,000 to 200,000 pounds of freight per week, the quantity will be largely increased. Omineca and the Peace River countries, which are best reached by the Cariboo road, will attract much attention next season, as there is a large and practically unexplored section of country that is believed to be rich in gold and silver. The

opening up of the Slate and Manson Creek hydraulic mines by the 43rd Mining and Milling Co., of Ottawa, and the Victoria Hydraulic Co., represented by Manager Black, will give that company a well deserved prominence. These mines, which are nearly 600 miles north of Ashcroft, are already partly equipped and they will be in full operation before the close of the season of 1897. There is said to be much rich hydraulic ground in that section, Mr. Black claiming to have ground, rich patches of which go as high as 75c. per pan.—New Denver Ledge.

## A UNIFORM THREAD.

A circular letter to manufacturers of bicycles in the United States is sent out by a leading manufacturer of axles, with the object of inducing manufacturers to use a uniform thread on all their axles, and suggests the following standard: 3-8 inch, 24 threads; 5-16 inch, 28 threads; 1-4 inch, 30 threads.

Some manufacturers have expressed their approval of this standard thread, and we can see no reason why this plan should not be adopted by all leading manufacturers. The promoters of this plan are the Pratt & Whitney Co., of Hartford, Conn., and the Wire Goods Co., of Worcester, Mass., manufacturers of axles.

We make a specialty of High-Grade

# .. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, Dec. 11, 1896.

### HARDWARE.

**T**HE week shows a rather quiet trade in hardware as a whole, and some of the travelers are already off the road and will not go out again until after the holidays. Present demand is chiefly for seasonable lines of cutlery, such as case lots of skates and ware. Other lines rule quiet. Both plain and barbed wire are practically motionless, and the reduction in value has not developed any improvement in the demand for wire nails. Cut nails furnish some movement, and prices are 45c. per keg lower. Horse nails and horseshoes are not as brisk as they were, and the same can be said of brass and copper wire, screws, carriage bolts, rivets and other lines of this nature.

**PLAIN WIRE**—Continues quiet and unchanged. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc., with an extra 5 per cent. on hay-baling wire in the province of Quebec.

**BARBED WIRE**—Very quiet. We quote: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

**WIRE NAILS**—Business remains much as it was last week. Discounts are: 75, 10 and 2½ f.o.b. in this province, 75 and 10 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

**CUT NAILS**—Prices have been reduced 45c. per keg. There is a moderate enquiry for cut nails, with the base price \$2.30 f.o.b. Montreal.

**HORSE NAILS**—Demand for these continues of a fair character. Discount, 50 per cent.

**HORSESHOES**—Business is much as it was a week ago. We quote f.o.b. Montreal; Iron shoes, \$3.50; steel shoes, XL 304, \$4.50; ditto 0 and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

**TACKS**—No change.

**SCREWS**—Demand of a fair kind. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

**BRASS AND COPPER WIRE**—There is a very moderate trade doing. Discounts are 10 to 12½ per cent.

**CARRIAGE BOLTS**—Business dull, with discounts 60 per cent.

**TIRE BOLTS**—Remain as before at 65 and 10 off.

**IRON RIVETS, ETC.**—Small orders for stove bolts are reported. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

**COPPER AND TINNED RIVETS**—Rule quiet at 50 and 10 off on copper, and 65 and 5 on tinned rivets.

**ROPE**—Little or nothing doing. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

**CUTLERY**—Small sorting orders are the feature in cutlery this week.

**SPORTING GOODS**—Business rules quiet.

**CHURNS AND CLOTHES WRINGERS**—Demand has shrunk materially this week on both articles. Discounts are 70 per cent. on churns, and clothes wringers \$26.50 base.

**TOOLS**—Spades, shovels, draining tools, etc., have moved in a small way.

**AXES**—Orders for small quantities of these have been noted at a range of \$5 to \$9.

**BUILDING PAPER**—Some moderate orders have been booked this week. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, \$1.40 to \$1.50.

**SKATES**—Demand continues good in a jobbing way for skates, both on city and country account, and the movement is much larger than it was last fall.

**BELTING**—Quiet at 40 to 45 and 10 and 55 per cent., according to grade.

**WARE**—There is a fair enquiry in a small way for both granite and tinware.

**CEMENT**—Motionless and unchanged at \$2.05 to \$2.15 for English, and \$1.90 to \$2 for Belgian.

**FIREBRICKS**—Remain dull at \$17.50 to \$22.50 per 1,000, as to brand.

### METALS

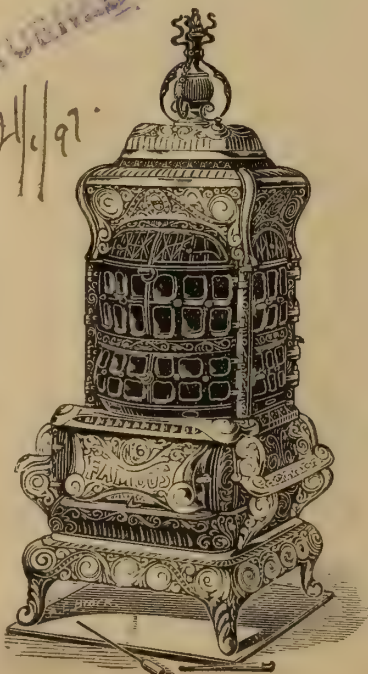
Trade generally during the week has been moderate in heavy iron and metals with the same firm tone governing values on staple lines such as a pig iron, plates, etc., etc.

**PIG IRON**—There is no change in pig iron, and few sales were noted. Prices are firmly held. We quote as follows: Hamilton, \$18.25 to \$18.50 for No. 1, and \$17.25 to \$17.50 for No. 2; Ferrona, \$17 to \$17.50; Siemens, \$17 to \$17.50; Summerlee, \$20; Carron, \$20; No. 1 Ayrshire, \$19; Eglinton \$18, and Carnbro' \$18.

**BAR IRON**—Trade confined to a few small lots. We quote \$1.45 to \$1.55.

**BAND IRON**—Business dull at \$1.75 for domestic bands.

**HOOP IRON**—There is a moderate call at \$2.25 base.



## FAMOUS BASEBURNER

The handsomest and best working stove of this class in America.

Construction of flues gives it a greater heating capacity than any other.

Entire base radiates heat.

Immense radiating surface secures economy in fuel.

Made in two sizes, with and without oven. Oven is made with the flues same as in cooking stove.

Double heater attachments. A triumph of art and utility.

**The McClary Mfg. Co.**

LONDON TORONTO  
MONTREAL WINNIPEG VANCOUVER



## The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of

MONTREAL



For . . . .

Hoisting  
MiningElevators  
Guys, etc.

Clothes Lines

and

Semaphore

...Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

## The Material

We use for the manufacture of our "C" brand horseshoe nails is a superior quality of Swedish charcoal iron nail rods, which are especially selected and made for the purpose. Quality is our first consideration in the material we use. We could not make good horse nails out of cheap stock. The buyers of our "C" brand horse nails can rest satisfied that they are getting the best value for their money, and giving their customers a nail that is bound to satisfy the most critical. Our name and trade mark (the letter "C") is on each box.

CANADA HORSE NAIL CO.  
Montreal.

## DRAIN PIPES

Best Canadian and  
Scotch brands

. . Always in stock

## • FIREBRICKS •

Large quantities to arrive  
on first steamers.

OUR PRICES ARE LOW.

## F. Hyde & Co.

30 Wellington street, MONTREAL

## PLATE GLASS

From the celebrated  
FRENCH

Factories of the ST. GOBAIN CO. makes the **Best  
Shop Windows.** The whitest and most brilliant.

For sale only by

THE

## Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass  
also in stock.

SHEET STEEL—Business as it was, with prices steady at \$2.60 to \$2.75, as to grade.

SHEET IRON—Stocks are of small compass and prices are firm. Some small orders came to hand for future delivery. We quote \$2.50.

TINNED IRON—There is no alteration to report, the basis ranging from \$5.75 to \$6.

GALVANIZED IRON—With stocks less than usual prices are firmly held. Nothing is available under \$4.75 in a jobbing way, and it is doubtful if an order for a round lot could be filled for much less.

LEAD PIPE—Rules quiet and steady at 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Quiet and unchanged at 60 and 5 per cent.

PIG LEAD—A few small orders at \$3.25 to \$3.35 were reported.

PIG TIN—Without change at 15 to 16c.

INGOT COPPER—Quiet and steady at 13c.

SHEET COPPER—The basis is steadily held at 17c.

IRON PIPE—Some fair orders were filled this week, but little new business is reported. Discounts are: ¾ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Canada plates continue firm, and a holder refused \$2.40 to \$2.50 for a round lot this week. Prices are held at \$2.55 to \$2.65 in jobbing lots.

TIN PLATES—There are practically no wasters to be had on this market, and I. C. coke is firmly held with an upward tendency. We quote: Coke, I. C., \$3 to \$3.25; coke wasters, \$2.70 to \$2.80; charcoal, I. C., Alloway. \$3.25; do, I. X., \$3.80 to \$4.00; P. D. Crown, I. C., \$3.75; do, I. X., \$4.50.

TERNE PLATES—Quiet but steady at \$5.85 to \$6.25.

BOILER PLATE—Steady and unchanged at \$1.85 to \$1.90.

SOLDER—Continues as before at 11½ to 12c.

SHEET ZINC—As last reported at \$5 to \$5.25.

SPELTER—Dull, at \$4.50 for Silesian and \$4.75 for Ville Montagne.

ANTIMONY—Unchanged at 10c.

GLASS.

There is no change in this market. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

There have been few new features in paints or oils.

WHITE LEAD—Unchanged. We quote: Choice brands Government standard, \$4.75;

## W. G. HARRIS

Wholesale Buyer

. . of . .

## SCRAP

BRASS, COPPER, ZINC,  
LEAD, IRON

William Street, Toronto.

Reference:

Imperial Bank; Toronto.

## Brushes

Have you seen

### OUR PRICES

for this season? If not, it will pay you to  
do so, as they

### ARE RIGHT

Send for price list and discounts,  
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL  
and Meakins & Sons, Hamilton.

## A Good Varnish Trade Pays. . .

The only way to get it is to handle Varnish you can be sure of every time—a Varnish that is the same, whether you buy it in Summer, Winter, Fall or Spring. The trouble with most Varnishes is not so much that they are not good, but they are not **ALWAYS** good—they lack uniformity.

Once you get a Varnish from us that suits, you can always depend upon getting the exact same article when you order again.

## The Cottingham Varnish Co.

LIMITED

Mfrs. Pratt &amp; Lambert Varnishes

Montreal.



No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Without alteration. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Continue quiet.

LINSEED OIL—There is little doing. We quote: Raw, 47c., and boiled, 50c. net 30 days; 5 and 10 barrel lots 1c. per gal. less.

TURPENTINE—Featureless, at 44c. in single barrels net 30 days; 5 barrels 1c. less.

SEAL OIL—Steady at 52½c.

CASTOR OIL—Steady at 9½ to 10c.

PUTTY—Rules quiet and steady at \$1.85.

NAVAL STORES—Unchanged. We quote as follows: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

#### CHEMICALS, ETC.

Demand for heavy chemicals is slow and the market quiet. We quote: Bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do. 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.75 to \$2.25; do. roll, \$1.75 to \$2.25; sulphate of copper, \$4.25 to \$4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.25 to \$1.50; chip logwood, \$2 to \$2.50.

#### HIDES.

The hide market rules easier, being 1c. lower. Dealers are paying 7, 6 and 5c. for beef hides, 75c. for lambskins and 4 to 6c. for calfskins.

#### PETROLEUM.

The market is unchanged at the recent decline. We quote: Canadian refined, in car lots, 15c.; smaller quantities, 16c.; American pure white, in car lots, 17½c.; water white, 19½c., and Astral, 21c., less 2 per cent. In small lots pure white is quoted at 18½c.; water white at 20c. and Astral at 22c.

#### ASHES.

Quiet and steady. We quote: First pots, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10, and pearls, \$4.45 per 100 lbs.

#### COAL.

Business in coal rules quiet. We quote: Stove and chestnut, \$6; egg, \$5.75; Scotch grate, \$6; Scotch steam, \$4 to \$4.50, and Lower Port steam, \$3.75 to \$4.

#### MONTREAL NOTES.

A great many of the Cone rotary ventilators now in use on public and private buildings in the cities and towns are manufactured by the Montreal Roofing Co., of Montreal.

### ONTARIO MARKETS.

TORONTO, Dec. 11, 1896.

#### HARDWARE.

THE feature of the market this week is a decline of 45c. per keg on the base price of cut nails. The volume of business in general hardware is not as brisk as it was a week ago. At the same time trade is fair for this time of the year. The volume of business for November exceeded that of the same month a year ago, and jobbers are anticipating that the present month will beat that of 1895. Such winter goods as sleigh bells, skates, snow shovels, meat cutters, lard presses, are in active demand. There is a fair quantity of cutlery going out. The demand for wire nails shows slight improvement. Cut nails, on the other hand, are quieter. Horse nails are in fair request. Sporting goods are receiving fair attention for the season. A little better demand is to be noted for clothes wringers. The same may be said with regard to building paper. Payments are improving a little.

ORDINARY FENCE WIRE—Nothing of any importance has developed in this line yet. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC. — The demand for coppered wire has been a little better during the past week. Tinnings' wire has only been in moderate request. We quote: Tinnings', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—Dull and unchanged. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Trade is better, orders during the past week having come in more freely. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and 2½ per cent.; Maritime Provinces, 75 and 7½ per cent.; British Columbia, 75, 10 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS—Prices are 45c. per keg lower and business is quiet. Base price, \$2.75 per

keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The improvement noted last week has been maintained. Discount unchanged at 50 per cent.

HORSESHOES—While quantities wanted are not very large, orders are coming in fairly well, both for iron and steel. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—The usual demand is being experienced. Discounts are as follows: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is quiet and unchanged. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Not much doing. Discount, 60 per cent.

RIVETS AND BURRS—Trade is good. Copper rivets are lower, the discount on them now being 50, 10 and 5 per cent. We quote as follows: Stove bolts, 60 and 10; black and tinned tinnings' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, \$1.25.

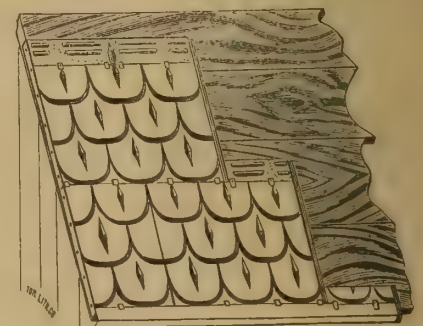
BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—Quiet and featureless. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—The demand is fair for carvers and case goods for the Christmas trade.

WE ARE  
ALWAYS  
ON TOP

## ROOFING



Our business is the manufacture of  
**Sheet Metal Building Materials**

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

**THE PEDLAR METAL ROOFING CO.**  
OSHAWA, ONT.



**SPORTING GOODS**—During the past week an improved demand has been experienced for guns and rifles, and in the way of ammunition trade remains good.

**CHURNS**—Trade is steady. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

**CLOTHES WRINGERS**—A slight improvement is to be noted in the demand for clothes wringers. We quote \$26.50 for small quantities.

**TOOLS**—Draining tools are not in as good demand as they were, but spades and shovels of the cheaper grade are still in active request. Snow shovels are still going out freely at \$2.60 to \$2.75.

**AXES**—Orders are coming in freely, although quantities wanted are small. We quote \$5.25 to \$9 per doz.

**BUILDING PAPER**—Quite an improvement in the demand is to be noted. We quote: Plain building, 30c. per roll; tarred lining, 40c., tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

**FALL SPECIALTIES**—Business is still good except in tinware specialties, the demand for which has fallen off during the week.

**SKATES**—Trade is brisk. An increased demand is reported for hockey skates.

**GRANITE AND TINWARE**—Business in these lines can only be termed fair.

**LEATHER BELTING**—Quiet. We quote: Standard, 45 and 10 per cent.; extra, 40 per cent.; agricultural, 55 per cent.

**CEMENT**—The jobbers are getting in their winter supplies, and business is quiet. We quote in car lots: Canadian Portland, \$2.30; English do., \$2.50; Belgian do., \$2.25; Canadian hydraulic cements, \$1.10.

#### METALS.

Trade is fair for this time of the year, particularly in galvanized iron.

**PIG IRON**—There is little or nothing doing locally, and the outside markets are dull.

**BAR IRON**—Very little doing. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

**HOOP AND BAND IRON**—Trade is moderate at unchanged prices. We quote \$2.25.

**SHEET STEEL**—The demand has been good for ordinary quantities in all gauges. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

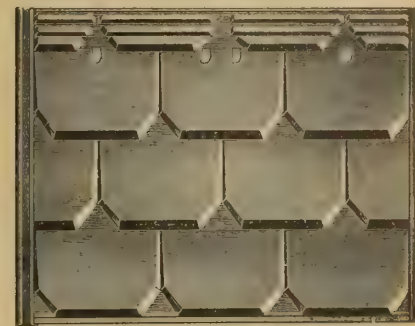
**BLACK IRON**—Some good orders have been received during the week. Prices are steady and unchanged. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22

## "Eastlake" Steel Shingles

The very fact that there are so many imitations proves that the "Eastlake" is reliable, as no one would try to imitate a poor article. The "Eastlake" is the only original shingle with a cleat, telescopic side lock and concealed water gutter.

Our prices are right and goods always reliable.

## Metallic Roofing Co., Ltd.



Only makers of the "Eastlake"  
Steel Shingles. . . . .

King St. W., Cor. Dufferin, TORONTO

to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

**GALVANIZED IRON**—Stocks are in better shape and prices quoted are being firmly adhered to. Gordon Crown, 28 gauge, is quoted at 4 3/8c., and Queen's Head at 4 3/4c. Case lots are 1/4c. less than the above figures.

**TINNED IRON**—Dull and unchanged. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4 3/4c.; extra large sizes, 6 7/8 to 7 3/8c. per lb.

**LEAD PIPE AND TRAPS**—Trade is quiet. We quote as follows: Lead pipe, 7c.; lead waste, 7 1/2c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

**SOIL PIPE**—Still quiet. Discount, 60 and 5 per cent.

**PIG LEAD**—Demand moderate. We quote: 3 1/4c. for ton lots and 3 1/2c. for small lots.

**INGOT TIN**—Business is moderate only. We quote: 15 to 16c. according to quality.

**INGOT COPPER**—Trade is quiet at 12 to 12 1/4c.

**SHEATHING COPPER**—Trade, outside braziers' copper, has been quiet. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

**IRON PIPE**—While no large lots have been moving, the demand has been fair both for black and galvanized. Jobbers' discounts are as follows: 1/4-inch, 65 per cent.; 3/8 to 1/2-inch, 67 1/2 per cent.; 3/4 to 1-inch, 70 and 5 per cent.; 1 1/4 to 1 1/2-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent.; galvanized iron pipe, 1/2 inch, 47 1/2 per cent., larger sizes, 50 to 50 and 5 per cent.

**BOILER TUBES**—Dull and unchanged. We quote: 1 1/2 inch, 6 1/2c.; 2-inch, 7 3/4c.; 2 1/2 inch, 9 1/4c.; 3 inch, 11c.

**RANGE BOILERS**—Not much doing.

We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

**CANADA PLATES**—While the orders are not large, there are still numerous calls for ordinary half-polished plate. Ruling price is now \$2.50 per box. For the lighter gauge (60 and 75) the demand has fallen off. There is no all-bright on the market.

**TIN PLATES**—Stocks are low. We quote cokes at \$3.15 for 14 x 28 and \$6.25 for 20 x 28.

**COIL CHAIN**—Quiet. We quote: 1/4 in. 4 3/8c.; 3/8 in., \$3.70; 1/2 in., \$3.25. Large quantities can be shaded.

**TERNE PLATES**—Dull. We quote: 1 C, \$6; 1 X, \$8.

**SHEET ZINC**—The demand is fair at firm prices. We quote: Cask lots, 5 1/4c.; small lots, 5 1/2c.

**ZINC SPELTER**—Trade quiet. We quote: Imported, 4 3/4c. in ton lots, and 5c. in smaller lots.

**ANTIMONY**—Dull. We quote: Cookson's, 9 to 9 1/2c.; other makes, 8 to 8 1/2c.

#### OLD MATERIAL.

Trade is much about the same as a week ago, namely, fair. We quote as follows: Agricultural scrap, 45 to 47 1/2c. per cwt.; machinery cast, 47 1/2 to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 1/2c. per lb; bottoms, 7 1/2c.; new light, 7 3/4c.; heavy copper, 7 3/4 to 8 1/4c.; light scrap brass, 4 to 4 1/2c.; heavy yellow scrap brass, 5 1/2c.; heavy red scrap brass, 6 3/4c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3 3/4 to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

#### GLASS.

The demand for window glass is light. Local dealers have advanced the prices of colored, fancy and enameled glass 10 per cent. in sympathy with higher prices in the Belgian market. We quote



window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

#### PAINTS AND OILS.

Business is quiet. There has been a little enquiry for white lead for delivery next year, but no transactions appear to have resulted. Turpentine eased off about 1c. per gallon in the South last week, but there has since been a reaction, and according to the latest reports from the primary market prices were advancing. Linseed oil is quiet, only single barrel lots going out. Castor oil in the primary market is strong, but there is nothing doing locally. Liquid paints are dull.

**WHITE LEAD**—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

**RED LEAD**—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

**LIQUID PAINTS**—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

**PARIS WHITE**—We quote 90c.

**WHITING**—This sells at 60c. per 100 lbs.

**LINSEED OIL**—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c.

**TURPENTINE**—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

**GUM SHELLAC**—30 to 32½c.

**CASTOR OIL**—In cases, 9c. per lb. and 9½c. for single tins.

**LITHARGE, ORANGE MINERAL AND RED LEAD**—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

**PUMICE STONE**—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

**PUTTY**—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

#### HIDES, SKINS AND WOOL.

**HIDES**—Are unchanged, with cured quoted at 7¼ to 8c. Dealers pay 7c. for No. 1, 6c. for No. 2, and 5c. for No. 3.

**CALFSKINS**—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb-skins, 70 to 80c.

**WOOL**—The market is steady. Dealers

## UNIFORMITY

Our reputation for 30 years  
ANY MAKER can produce  
good files  
OCCASIONALLY

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.  
**NICHOLSON FILE CO.**  
PROVIDENCE, R. I., U.S.A.

NICHOLSON  
files are NOT  
OCCASIONALLY good;  
they are ALWAYS good.

✻ ✻ ✻ They are UNIFORM. ✻ ✻ ✻

are paying 20½ to 21½c. for combing fleece, but offerings are limited. Pulled supers are 20 to 21c., and extras at 22 to 23c.

#### PETROLEUM.

Business continues brisk. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

#### MARKET NOTES.

Local dealers have advanced the price of colored, fancy and enamelled glass 10 per cent.

Cut nails are 45c. per keg cheaper.

Copper rivets are 5 per cent. lower, the discount now being 50, 10 and 5 per cent.

An active demand for "Lightning" and "Enterprise" raisin seeders is reported by M. & L. Samuel, Benjamin & Co.

#### UNITED STATES MARKETS.

NEW YORK, Dec. 11, 1896.

**PIG TIN**—In the absence of any radical change in London, prices for Straits tin were held quite steady on the basis of 13c. f.o.b. for lots of five tons or more, spot delivery, and a fair amount of business was effected on out-of-town account. Speculation is extremely dull here, however, and without sign of any really new interest.

**COPPER**—Lake Superior ingot was offered in some quarters at slightly lower prices, and could doubtless have been purchased at 11¼ to 11⅜c. There was also a lowering of quotations on electrolytic sorts to 11⅜ to 11¼c., and it was no difficult matter to purchase good casting copper at 11c. The slight turn is attributed to several adverse influences, but competition between prominent producers is seemingly the most important factor.

**PIG LEAD**—Common domestic was sold in moderate quantities at 2.95c. from second hands, but that any considerable quantity could have been secured thereat was very doubtful at the close. In fact, offer-

ings at 3c. were moderate. London cables quoted £11 10s. for soft Spanish.

**SPELTER**—Demand is very moderate in this quarter, and, despite strong reports from the west, carload lots were secured at 4.15c. in remote instances, and could have been secured easily at 4¼c. delivered here. London cable was £17 15s.

**ANTIMONY**—The market remains steady but quiet. Regulus quoted at 7½c. for Cookson's, 6½ to 6⅝c. for Hallett's and 6½c. for Japanese.

**TIN PLATE**—There is no improvement in the demand in this quarter for any line of plates, domestic or foreign, and prices are without change.

**IRON AND STEEL**—The market is in rather uncertain shape, owing to circulation of disquietening rumors and generally moderate demand for all lines of both crude and finished goods.

#### CARE OF CUTLERY.

One of the things that a new clerk will be told to do will be to take a piece of chamois skin and wipe off the knives in a show case, remarks Hardware Dealers' Magazine. Ten chances to one he will give his entire attention to the open blades, letting the backs go by default. Every merchant knows the result. The constant handling of these goods by the moist hands of the salesmen will cause the backs to rust, and in time make them unsalable, or salable only at a reduction. Show the clerk the necessity of thorough work in this respect the first time he performs the task. Strange as it may seem, the average youth will start in wiping the blades of pocket and table cutlery with the blades toward his hand. This results in frequently cutting himself and in detriment to the chamois skin.

Too often one notices a showcase in a hardware store filled with knives and forks and carving sets in boxes. The object sought by the showcase display should be to show the goods themselves in as attractive manner as possible; not to give an idea of the extent of the stock carried. Cover the bottom of the case with velvet and arrange the table cutlery on it in attractive designs.



**A KNOWING MERCHANT.**

**R**USH STRONG, one of the big merchants of Tennessee, with money to burn, got his start in life by a neat trick that advertised his business all over the south, says an exchange. The county was about to hold a fair, and each merchant offered a prize for the best of something in his line. A offered \$10 for the finest pound of butter; B offered \$10 for the finest dozen of eggs, etc. When it came Strong's turn he said he wanted all night to think it over, as he felt very poor. The next morning he sent to the committee this proposition:

"Rush Strong will give half the entire stock in his store to the man or woman who is contented with his or her lot in life."

It was published in the pamphlet of the Fair Association and caused a laugh all over the state. One day the president said to Strong: "Look here, Strong, we've been fooling about this thing long enough, and now it's getting serious. You had better stop this right now and tell everybody you were only joking, because there's a chap down here in Blount County who is going to take you up, and he's got a half dozen neighbors ready to swear that he is absolutely contented with his lot in life."

Strong vowed that he meant business, and would leave the decision in the committee's hands; the stock was ready to be divided. Pleading was in vain. The man appeared with his witnesses, declaring that he was to get the prize. He made out a good case, and the committee were about to decide in his favor, when Strong arose and asked quietly:

"Gentlemen, if this man is contented with his lot in life, what on earth does he want with half of my stock?"

**USEFUL CUTLERY CATALOGUE.**

A cutlery catalogue is one of the most useful things that a retail hardwareman can have in his store. One of the most complete in this line which we have ever seen issued from a jobbing house is at present being circulated by H. S. Howland, Sons & Co., 37 Front street west, Toronto. The catalogue contains 43 pages, and is not only neat and attractive in appearance, but, what is better, is most complete in its contents. Knives of all kinds are liberally illustrated. Then there are illustrated different kinds of razors which the firm have in stock; also scissors and various other articles pertaining to cutlery. There are also some illustrations of the various kinds of skates and skate parts which the firm are making a specialty of this season. On the inside of the cover are illustrated cow chains and lanterns. The Messrs. Howland have received

already a large number of complementary letters from the retail trade from all parts of Canada, but should any member of the trade not yet have received a catalogue, the firm will be pleased to mail one on the receipt of a card mentioning **HARDWARE AND METAL.**

**PERSONAL MENTION.**

Mr. Thomas Waldron, representing Clare Bros. & Co., of Preston, is in the city after a trip through Manitoba, Northwest Territories and British Columbia. He reports trade in Manitoba in better condition than at any time in its history, and money plentiful and circulating freely. Prospects in all lines for next year, he says, are excellent.

Mr. James Peck, of Peck, Benny & Co., Montreal, was in Toronto on Thursday looking up friends and business.

Mr. Fred. Hatch, of Whitby, was in Toronto on Thursday.

**TRADE CHAT.**

The hardware store of Albert Maas, 534 Queen street west, Toronto, received a visit from thieves some time between Saturday night and Monday morning. Entrance was effected by smashing a window in the rear, and some revolvers, cartridges, razors and knives are now missing.

The Canadian Pacific's Soo line has instructed its agents to sell tickets from its points in Dakota and Minnesota to all points in Canada up to Montreal at a flat rate of \$40 for the round trip and to extend the excursions to all New England points by adding a one-fare rate from Montreal. This will involve the Joint Traffic Association in some difficulty.

What is claimed to be the largest steel boiler plate in the world was some time ago rolled at the Krupp works at Essen, Germany. Its dimensions are: Length, 39 feet; width, 11 feet; thickness, 1 1/4 inches. It has an area of 429 square feet with a weight of 37,600 pounds. This is considerably larger than the great steel plate recently rolled by the Stockton Malleable Iron Co. in England, which, while considerably longer, possessed an area of only 370 square feet and weighed but 12,300 pounds.



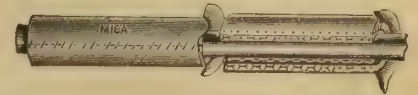
**The Star Manufacturing Co.**

Manufacturers of  
CLOCK AND TOY MOVEMENTS, CYCLOMETERS,  
FANCY BRASS GOODS, BRASS TRIMMINGS  
AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

**NEW HAVEN, CONN.**

**MICA PIPE COVERING**



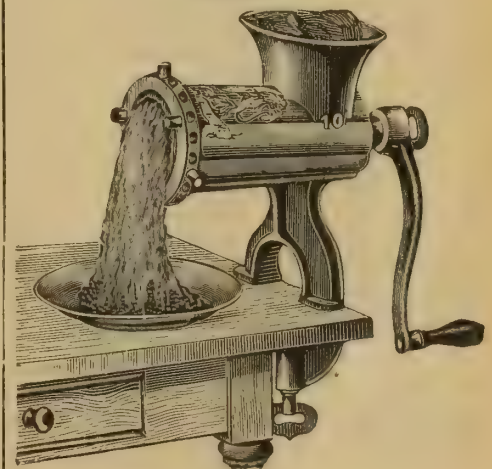
Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

**9 Jordan St., TORONTO CANADA.**



**Theile & Quack's**

**ENAMELLED MEAT CHOPPERS  
EAGLE**



For sale by

**Wood, Vallance & Co., Hamilton**

**Emery Specialties**

SEND FOR CATALOGUE.



**Cooke Hardware Co.**

**HAMILTON.**



**LOOKING UP BUSINESS.**

**A**S I do a considerable amount of local canvassing, my experience may be of some advantage to those in, or just starting, the very difficult branch of the ironmongery which the "country traveler" has to obtain. My business is that of a general furnishing and builders' ironmonger and implement dealer. I, however, sell anything and everything in the iron trade that I can, not forgetting cycles—and I was going to say motor-cars—but I have not booked an order for the latter yet, though I mean to get them if I can. The district I serve is an agricultural one, very scattered, and situated twenty miles from any town of sufficient size to call a competitor, so you can imagine I find ample scope. I call on the private gentlemen, clergy, farmers, wheelwrights, blacksmiths and others. Driving is usually my mode of locomotion. It is not only less tiring, but also enables me to take any parcels or samples of specialties with me. The day previous to my intended outing I advise all the better-class customers of my coming visit, enclosing some nicely arranged lists, and possibly the quarter's account unpaid. My bag is full of lists, one each of bedsteads, guns, lamps and brushes. All is then ready for the morrow, when I arrange to start as soon as my letters are opened and I have given the necessary orders until my return in the evening.

I contrive to call on as many of the private gentlemen as possible before lunch. They prefer to deal with their tradesmen in the morning. The important point is to be well acquainted with their servants; in fact, for several of my best accounts the orders are given by butlers, housekeepers, grooms and gardeners. Their whims and fancies must be studied with careful attention, and equally so the whims and fancies of their masters. When the London season is on the ironmongery for the town house is bought there, and when asked the houses allow the head servant a discount or commission on all orders. However much people may cry down this practice in the country, I, for one, will not run the risk of refusing them a similar donation. I am pleased to state, however, that a few of my friends will not accept this tipping. They never refuse a Christmas present, though. When the usual hand-shaking is over get to business as quickly as possible. Let the indoor servants have your lists to look through, whilst you look up the gardener and coachman. If they do not give orders without the sanction of the master, you must ask them to try and get the necessary permit, or allow you to do so. This requires great discretion, but properly handled, it can be managed without offence. Many of the gentlemen I call on ask me to stay and lunch, and in those

cases I generally manage to secure an order before I leave.

While writing, I am just reminded of a little incident which occurred only this summer, and which goes to show how servants notice an act of kindness. I was over at a large mansion one afternoon, previous to a fete which was held on the following day. The housekeeper told me it was most unfortunate—she would be short of milk. "Well," I said, "I will bring some over with me." She was delighted, and I daresay surprised, probably thinking most respectable ironmongers would object to carting cans of milk about the country. The result of this inconvenience (if you like to call it so) to me was an order for about £20 of goods, which would otherwise have gone to a competitor; and I still have the pick of the orders. The stores are my keenest opponents, but most people prefer buying locally if the prices are alike. I tell them I can supply on equal terms, cash in one month. I have a stores list handy for reference.

So much for the "upper ten." I will now deal with the farmers—peculiar people, but generally honest. I come in contact with them at the local fairs, sales, etc. They are delighted to have a chat, provided you keep yourself well posted in village gossip, or such things as how much John Brown's horse "fetched" at the sale. When there is a sale of implements I attend. Several, say, bid for a plough or horse-rake. They cannot all buy. I then step in and buy; it is seldom I come away without an order, disposing of the article the same day at a profit. Keep your eyes open for fresh comers, weddings and removals. I call on new people the first day they occupy the premises. Those tradesmen who are "in first" usually stand the best chance. In this way, I may mention, I secured a customer for over £200 during the last six months.

I think canvassing very pleasant on the whole, but it has its inconveniences—snubs and inclement weather. To be successful you must be smart in appearance, cheerful and eloquent.—Ironmongery.

**A HIGH-PRICED CUTLERY CABINET.**

There are not many hardwaremen who during their whole experience sell a cabinet of cutlery valued at about \$1,300, and there are fewer people who ever buy it. The Sheffield Daily Telegraph of a recent date, however, announces the purchase by an English bicycle millionaire of a cabinet of cutlery valued at that figure from Geo. Butler & Co., Ltd., of that city. The cabinet was replete with every table requisite, and was a fine specimen of Sheffield workmanship.

**MAKING FREE WITH A SHEFFIELD MARK.**

George Butler & Co., Ltd., cutlery manufacturers, Trinity Works, have had their trade mark rights again infringed—this time in a very novel and ingenious manner. A short time ago an advertisement appeared in Punch, offering the "Keen" razor and other articles of cutlery, bearing Messrs. Butler's well-known trade marks. All remittances were to be addressed to "Keen & Co., steel and cutlery works, Sheffield." Now, it happens that the "Keen" razor is one of the most valued, as it is the most widely known, of Messrs. Butlers' marks. As no such firm was known in Sheffield, and certainly no one with a right to strike their mark, a letter was sent from London to "Messrs. Keen & Co.," asking for a catalogue. A reply was promptly received to the effect that their catalogue was in the press and would be issued shortly. On receipt of half-a-crown by "Keen & Co., Lydgett Steel and Cutlery Works, Sheffield," a razor would be sent. The money was remitted and by return came a razor, bearing Messrs. Butlers' mark. It was such an article as could have been bought at any shop for a shilling, or even less. Steps were then taken to find this new firm, and to ascertain who were the members of it. After a long and weary search in the neighborhood of Lydgett, and about Crookes, the place was discovered. The firm of "Keen & Co." consisted of a young man, who had taken a tumble-down workshop, for which he paid 3s. per week. The only "plant" on the premises was a good-sized letter-box, behind the door, capable of holding any number of remittances. It was further ascertained that for two or three months the postman had been delivering batches of letters for "Keen & Co." and that the enterprising young man had as regularly fetched them away. Messrs. Butler wrote, inviting him to call at Trinity Works, with the result that the firm of "Keen & Co." was speedily dissolved; their "works" were given up; an apology was offered, and expenses paid. So the matter ended.—Daily Telegraph, Sheffield, November 14.

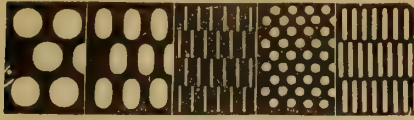
# WIRE NAILS

## WIRE - TACKS

### Ontario Tack Co.

HAMILTON





# Perforated Metals

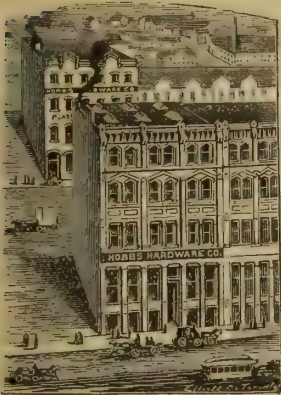
**In Steel, Iron, Brass, Copper, Zinc, Tin.**

We issue special Catalogues for this line, with full size cuts of perforations.

Manufactured by

**The B. Greening Wire Co. Ltd., HAMILTON, ONT.**

EASTERN DEPOT: 422 ST. PAUL STREET, MONTREAL, QUE.



## HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris  
Portland Cement  
Tollers Casters  
Linseed Oil  
Cod Oil

Pitch  
Roll Sand Paper  
German Mirrors  
Turpentine  
Benzine  
Coal Tar

Excelsior  
Green Tow  
Picked Moss  
Borax  
Emery

WE STOCK:

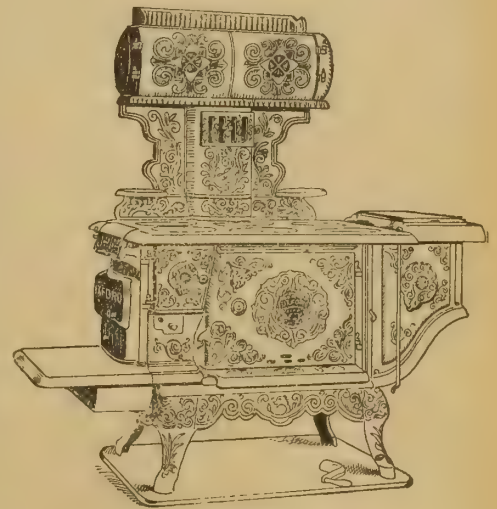
Cotton Waste  
Cotton Wipers  
Barton's Garnet Papers  
Shock Mirrors  
Pumice Stone  
Neat's Foot Oil

**THEY SELL THEMSELVES.**—The merits of these Stoves are so undeniable and thoroughly well appreciated that they are household favorites everywhere.

## The DUCHESS OF OXFORD



Is the leading Kitchen Range of the day—handsome in appearance, perfect in mechanical details, up-to-date in every respect, and with a splendid Patent Duplex Flue—it is a sure seller.



## The COUNTESS OF OXFORD

Is a magnificent double heater with large mica exposure and handsome nicked finish. Made in different sizes with or without oven. It pleases everyone.

READ OUR CATALOGUES.

**The Gurney Foundry Co., Ltd., - Toronto**

THE GURNEY-MASSEY CO. LTD., MONTREAL

RETURNED  
Oct 4 1917  
J. M. O.



# THE CANADA PLUMBER AND STEAM-FITTER

**B**USINESS with the master plumbers and steam-fitters of Toronto has improved a little during the past week. Some firms are better employed than others, and business on the whole is far from being what it should be at this time of the year. The best contract that we hear of is one that the John Ritchie Plumbing and Heating Co. has secured for supplying the plumbing, heating and gas-fitting for the new large store in Yonge street which has been erected on the site of the McKendry departmental store destroyed by fire last spring.

## VENTILATING CHURCHES.

The ventilation of a large number of churches is notoriously bad, and bad ventilation has frequently more to do with sleepy congregations than even the dulness or the length of the sermon. Wide interest has been created by the description of a new departure in the system of combined warming and ventilation introduced by Prof. Fischer, in the new memorial church at Berlin, Germany, which, in its general plan, resembles St. Paul's Cathedral, in London.

To the height of 80 feet from the floor the walls are traversed by hot air chambers, so that from the ground to the galleries, 22 feet above, there is no perceptible difference of temperature, the air being kept constantly at 15 deg. C. (60 deg. F.). The aim of the engineer has been the removal from the space occupied by the congregation of the paths followed by the currents of air conveying the warmth from the sources of heat to the radiating surfaces by placing the heating apparatus high up in the neighborhood of the cooling surfaces, maintaining, in reversal of the usual procedure, a higher temperature in the upper portion of the building, and intercepting and reheating the cooled air in its descent toward the lower part occupied by the congregation. There are thus four strata of air of different temperatures.

Prof. Fischer maintains that the system of heating the upper more than the lower regions of the air is the only proper course in such lofty buildings as churches, for, whereas, with the ordinary method, the air heated on or below the ground level is cooled on reaching the roof, and, fouled by the product of respiration, descends again on to the heads of the congregation, unless withdrawn by an exhauster, in his system the fresh air is warmed to an agreeable temperature in its passage through the channels in the walls. Furthermore, its ascent is encouraged by its being led through two sets of heating coils. In the dome there is a third set of coils, which, although they do

not contribute to the warming of the parts occupied by the worshippers, serve effectually to prevent the descent of the foul air by promoting its continued ascent toward and escape through the apertures in the lantern that crowns the edifice.—Pittsburg Dispatch.

## MONTREAL PLUMBERS ELECT OFFICERS.

The Master Plumbers' Association of Montreal held its annual meeting the other day. There was little or no business done except the election of officers, which was as follows: Hon. president, Jno. Date; president, P. J. Carroll; 1st vice-president, Alphonse Champagne; 2nd vice-president, D. Sexton; 3rd vice-president, Thomas Moll; secretary, J. W. Harris; corresponding secretaries, G. C. Denman and C. E. Theriault; financial secretary, J. A. Sadlier; treasurer, J. Gibeau. Chairmen of committees: Sanitary, H. Paddon; arbitration, E. C. Mount; legislation, P. C. Ogilvie; apprentice, D. Gordon.

## DEVELOPMENT OF SHOT MANUFACTURE.

An English journal, waxing retrospective, goes into the history of shot manufacture in an interesting manner. It says:

In Europe shot used to be made in two ways—by casting the melted lead into a shot mould, or by cutting up cold lead. In the former way a shot mould was used like a bullet mould, but with two large flat faces having a great number of holes (usually forty) communicating with each other and with the pouring git. When cast, the runners were clipped off as usual, and naturally the shot were unequal both in size and weight. The second method was to cut up sheet lead with the shears into strips a little narrower than the diameter of the shot, and then cut these strips into square lumps. The lumps were rolled between flat cast iron plates, which were left rough so that they might easily lay hold of the pellets. The effect of rolling in the corners of the cubes of lead was to expand the sides to the full diameter of the shot; that is why the cubes were made small. Then came another rolling between smooth cast iron plates. To save all this labor some genius adopted the tumbling barrel. All the pieces of lead were put into a barrel, which was then rotated by a water wheel, and the pieces rubbing against each other became smoothed and rounded. Thus shot were made in England until a Bristol plumber named Watts had a golden dream about the year 1783. He dreamed that he was walking along the streets of Bristol, and suddenly a shower of rain came on. But the rain was melted lead, and as he picked up the drops

he noticed that they were all absolutely spherical. He awoke and found it was a dream; still, he thought it over, until it occurred to him that the rapid passage of the drops through the air had cooled them while they held the spherical shape. He tested it by pouring some lead from the top of the steeple of St. Mary Redcliffe into some water below, and he found his surmise correct. He sold his secret for £10,000. Truly a golden dream!

## REFORMED PIPING.

For a quarter of a century improvements in iron pipe and piping have not kept pace with our general mechanical progress, says a writer in *The American Machinist*. It is by no means easy to suggest the means by which a better piping system may be secured, or even to show in what direction reform may lie; but I may be doing some service in calling attention to some of the objectionable features of existing practices.

Iron piping is usually employed for the conveyance of water, steam or gas, and no man can guess with any approach to accuracy the length in use. It is recognized as important that the flow of the fluid conveyed shall be as frictionless as possible. Friction here, as elsewhere, must cost something. Either more power is required to maintain the flow or the volume conveyed will be diminished. It is probable that the inner surfaces of the pipes made to-day are smoother and more uniform than the first pipes that were made; but the break of continuity at the joints remains. The continuous pipe would seem to be as essential as the continuous rail. The passenger can no longer count his speed on a railroad by the rapidity of the joint-thumps; but the couplings on our pipes no one seems to think of eliminating.

No investigation of experiment is needed to convince us that the serrated enlargement of the interior of the pipe at each coupling must greatly increase the friction of flow, and afford a place for sediment and obstructions to fasten and for corrosion to destroy. The thread on the end of the pipe, occupying less than 1 per cent. of the length of it, still makes it necessary that the entire pipe shall be at least one-third heavier than it otherwise need be for the same service. The couplings or flanges by which the lengths of pipe are continuously connected, enlarging the exterior at intervals, make it impossible to lay pipe neatly or completely, however desirable it may be, at times, to do so.

Now that electric welding has demonstrated its practicability, and is looking for steady and constant employment, it would



seem that it could never find a better opportunity of lasting usefulness than by transforming our piping system. Every engineer must recognize the desirability of continuous piping; electricity makes it possible, and it surely must eventually prevail.

#### THE SALE OF PLUMBERS' SUPPLIES.

Last week an item appeared in regard to the Master Plumbers' Association of Montreal that was slightly incorrect. The local Master Plumbers' Association of Montreal already have an agreement with the wholesale dealers in plumbers' supplies in regard to the sale of goods. By it the latter agree not to sell to buyers who are not master plumbers at the same terms as they give the plumbers. This seems to be fair, for it is certainly unjust that a plumber who buys a large quantity of goods during the year should stand on the same footing as a buyer who purchases a small lot of goods for his own private uses, as is still sometimes the case despite the agreement. It is the Dominion Master Plumbers' Association who are at present in negotiation with the wholesale dealers, and not the local Montreal body. They wish to have the present Montreal agreement extended so that it will be in force over the entire Dominion. The local body in Toronto are at present in negotiation for an agreement which will apply to the city of Toronto proper. Nearly every plumber of any importance in the Dominion has signed the draft of agreement which was sent out by the Dominion association, and Secretary Hughes says that almost every dealer in supplies has also signified his willingness to observe its conditions.

#### A PLUMBING INSPECTOR'S CURIOS.

There is a glass case in the office of T. R. Putnam, superintendent of meters of the Water Board of Detroit, Mich., in which he has arranged a number of examples of botched plumbing work, which have been discovered by the employes of the board who have been sent to find the cause of a defective water supply that has been reported, says Metal Worker. One of the samples was a piece of ordinary lead service pipe around which a joint had been wiped, but as the work was done by an inexperienced hand it led to the discovery that inside of the pipe was a small piece of pipe with a very small bore to prevent the solder from running through while the joint was being wiped. Owing to the small bore of the inside pipe sediment accumulated and the service was eventually stopped.

Another case where the water was stopped the water gauge showed a satisfactory pressure in the street main, although no water could be drawn where the shut-off cock in the building was placed. This led to the

## Armstrong Pipe Threading AND CUTTING-OFF MACHINES

(Hand or Power).

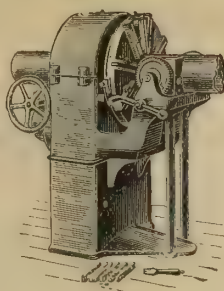
Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

**THE ARMSTRONG MFG. CO.**

New York Office: 139 Centre St.

Bridgeport, Conn.



cutting of the service pipe, when 23 feet of hose was removed. It is supposed that this small hose was used for thawing out the pipe at some time by inserting the hose in an opening and pouring hot water into it, letting the hose follow into the pipe as the ice was melted. Then by some means the hose was carried into the pipe, and instead of being removed was left by the plumbers who did the work. A number of examples are displayed of the effect of water hammer on a dead end, which is more generally known in the plumbing trade as an air chamber. It is well known that it is a common thing for the air to be exhausted from the air chambers. Then, when this pipe no longer acts as a cushion to receive the shock of a water hammer when a faucet is suddenly closed, the blow of the water acts directly on the pipe and eventually results in an enlargement that in some instances swells out like a wiped joint, until finally the pipe is so thin that it bursts. The suggestion that the householder should employ a first-class plumber is very pertinently illustrated by means of several round joints and branch joints on which so much solder had been poured through the pipe in making the joint as to almost fill it up, and to eventually permit sufficient accumulation to entirely stop the flow of water. Another lesson which the plumber may learn from the display in this glass case is to so arrange his pipes that they are likely never to interfere with rats, or to provide a small opening through which the rat might pass, as it is not an uncommon thing for a rat to gnaw away a pipe, if need be, for a distance of several feet. Where a pipe runs through a wall the space around it should be filled with mortar, and where it runs through a wooden partition the wood work should be fitted around the pipe so as to afford no opportunity for the rats to commence gnawing on the wood work or piping.

#### COST OF HEATING ROOMS BY GAS.

A correspondent of Ironmonger writes that journal as follows:

As some curious statements upon this matter are in circulation, it will be well to recall the result of a series of elaborate trials made continuously by myself for a period of twelve months, under exact

conditions. The full report of the result of these experiments was published last year. It was found that the heat required had not the slightest relation to the cubic capacity of the room—this depended entirely on the area of the wall-surface and on the ventilation. Several rooms were tested, and it was found that of the total heat evolved, from 75 to 87½ per cent. was absorbed by the walls and ceilings; where the ventilation was limited, only 12½ per cent. of the total heat was used in warming the air, and the rule was discovered that for every 1,600 square feet of wall-surface, excluding the ceiling, a gas consumption of 1 cubic foot per hour maintained a rise of 1 deg. Fahr., when the air in the room was changed every hour; if the air is entirely renewed every twenty minutes 37½ per cent., or a little over one-third, was used in warming this air, and the gas consumption for the same result rose to 1½ cubic foot per hour for every 1 deg. rise maintained; of course, if the temperature of a room has to be raised quickly, the proportion of heat absorbed by the walls increases enormously, as does the gas consumption, but the fact remains that, whatever the heat required to warm the walls and lost in this way, the heating of the air required only 1 cubic foot per hour for every 1,600 square feet of wall surface, for every 3 deg. Fahr. rise of temperature, when the whole of the air in the room was entirely renewed every twenty minutes, a fair average for ordinary living rooms.

When a room has to be warmed quickly, say 20 deg. Fahr., the proportion of gas used in warming the air becomes infinitesimal, as, whatever the heat absorbed by the walls, that taken up by the air and retained by it never varies.

#### NOTES.

The Market and Building Committee of the Tilsonburg Town Council has been authorized to sign the contract for the brick and mason work for the new town hall.

The ventilation system of the new civic building at Toronto is to cost \$17,600, and an apparatus for controlling the temperature \$14,000.

A new brick block is soon to be erected in Tilbury, Ont.

#### AN ATTRACTIVE HARDWARE STORE.

Mr. O. M. Hodson, of Bolton, was among the visitors to Toronto hardware and paint merchants during the past week. Since purchasing the stock of Mr. Kitchen he has remodelled the interior of the premises, and has now one of the most attractive hardware stores within a hundred miles of Toronto. He has plain, polished ash drawers, with neat brass pulls, for shelf goods, and glass cases finished in same style for saws, etc. He also carries a full line of stoves, tinware, paints, oils, etc., and the store at a glance shows that an up-to-date hardwareman has taken possession. He reports an excellent fall trade.



# The Knapp & Cowles Mfg. Co., Bridgeport, Conn., U.S.A.

SEND FOR  
CATALOGUE of

FULL LINE OF

## Hardware Specialties



THE ACME SCREW DRIVER.



THE IDEAL SCREW DRIVER.

We Make the  
Largest Line of...

## SCREW DRIVERS

In America.

SCREW-DRIVER BITS, SQUARE REAMERS, FLAT, SNAIL AND ROSE COUNTER SINKS.

### COMMERCIAL TRAVELERS.

#### THE TORONTO MEETING.

A GENERAL meeting of the Commercial Travelers' Association of Canada was held at their offices, 51 Yonge street, Toronto, on Saturday evening. Mr. Robt. H. Gray, president, occupied the chair, and the attendance was very large.

The reports read by the secretary, Mr. Jas. Sargant, were entirely satisfactory, and were unanimously adopted.

The nominations of officers and directors to the Board of Management resulted as follows: For president, Mr. R. J. Orr and Mr. Alfred Ainsley. Mr. C. E. Kyle was elected first vice-president by acclamation. For second vice-president, Mr. Jos. H. Devaney and Mr. M. C. Ellis. For directors of Toronto Board, Messrs. H. Bedlington, T. M. Bayne, C. O. Bernard, Westley Bingham, Wm. Caldwell, H. Goodman, P. M. Goff, G. A. Henderson, A. F. Hatch, Richard Ivens, Robert Keyes, Jos. McKay, John Muldrew, E. E. Starr, R. J. Salisbury, Jos. Taylor, C. J. Tuttle, J. T. Webb, Geo. West, S. R. Wickett, G. M. White. Nine to be elected.

Hamilton Board—First vice-president, Mr. John Hooper; 2nd vice-president, Mr. W. E. LaChance, both elected by acclamation.

tion. For directors: Messrs. Wm. Brebner, H. C. Wright, J. H. Herring, W. G. Reid, Fred. Johnson, E. E. W. Moore, C. H. Ross, John Madill, T. P. Steedman, John Hooper, R. Coleman, Fred. Smye, T. M. Davis, J. P. Allan. Six to be elected.

The boards for Guelph, Brantford, Montreal, Kingston, Berlin, Winnipeg, and Victoria were all re-elected by acclamation.

Messrs. M. R. Winn, John Everett and Thos. Caven were appointed scrutineers of the ballot.

Short addresses were made by ex-Presidents Patterson, Blain, Black, Allan and W. Allworth.

Ballot papers will be sent out to the members, who will make their choice for the contested offices. The result of the elections will be made known at the annual meeting of the association, to be held in Shaftesbury Hall on the 20th inst. As this is the first occasion since 1881 that there has been any contest for the presidency, the fight promises to be a hot, though a good-natured, one.

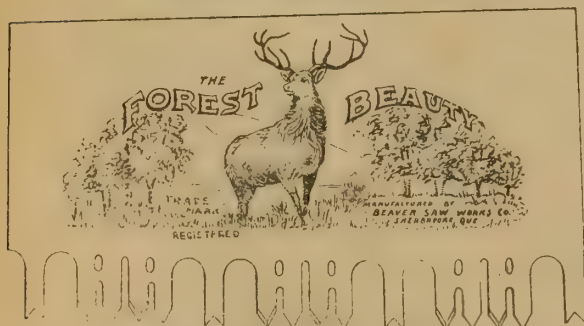
#### THE LONDON MEETING.

The annual meeting of the Western Ontario Commercial Travelers' Association was held in London on Saturday afternoon. The officers for the ensuing year were elected by acclamation, as follows: President Mr. Wm. Gray; 1st vice-president, Mr.

Chas. E. Perry; 2nd vice-president, Mr. H. G. Collamore; 3rd vice-president, Mr. A. W. Robertson, Hamilton (re-elected); treasurer, Mr. Sam. Munro (re-elected). Directors: For London, Messrs. H. Pine, F. H. Crabb, H. S. Wilcox, J. M. Logan, John T. Green, Jas. Granger and J. C. Hazard; for Toronto, Messrs. F. W. Heath, R. H. Greene and H. Horsman; Hamilton, Messrs. R. K. Hope and John Booker; Stratford, Mr. Jas. Dow; Brantford, Mr. Geo. Watt, jr.; St. Mary's, Mr. Jas. Maxwell; Galt, Mr. John Wardlaw; Ayr, Mr. John G. Watson; Oshawa, Mr. E. O. Fell; Waterloo, Mr. S. Snider; St. Thomas, Mr. B. F. Honsinger; Woodstock, Mr. F. J. Richards; Windsor, Mr. Jas. F. Smyth; Chatham, Mr. Chas. Hadley; Ingersoll, Mr. R. H. Cotter; Sarnia, Mr. Wm. Storey; New Hamburg, Mr. J. Ratz; Winnipeg, Mr. T. Harry Slater; Aylmer, Mr. R. G. B. Moore.

The retiring president, Mr. John M. Dillon, read the annual report, which was very satisfactory. After paying death and accident benefits to the amount of \$6,500, the sum of \$3,442.36 had been added to the reserve fund, which now totalled \$43,171.98. The receipts for the past year had been \$43,010.13, and a balance of \$6,071.71 had been carried over. The assets were \$45,167.11, and the liabilities only \$1,995.13.

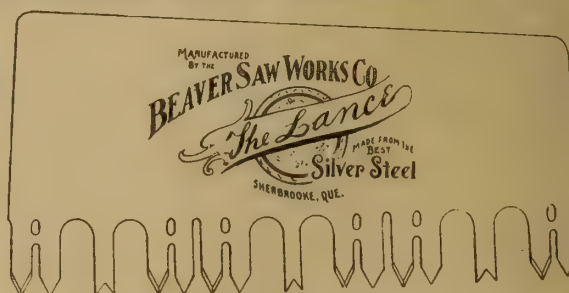
## THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,  
workmanship and finish.

WRITE FOR PRICES . . . .

Canada Webs  
Buck Saws  
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.



# REMUNERATING AND INTERESTING ASSISTANTS.\*

**B**EFORE giving particulars of what I consider to be the best plan for remunerating and interesting assistants—that is, all those who help to carry on a business—I would express my firm conviction that if they are well paid and have a direct interest in the financial results of the business, the profit and loss account will prove their interest and repay those who deal liberally with them.

Assistants can do more than is sometimes realised to make or mar a business, and although some who are remunerated by salary only are as earnest in promoting the interests of their employers as if the businesses were their own, yet many would be spurred on to greater exertions if some reward other than a salary and the approval of their employer were reasonably certain.

An employer who has only a couple of assistants can watch every detail, but where many are employed there is certain to be waste in one way or another, no matter how liberal the salaries may be, unless all have some special inducement to put their hearts into their work.

That this is the case is generally admitted, and many plans have been adopted to lead employes to do more than mere necessity compels. Commercial travelers and heads of departments are given a commission on sales; schoolmasters are paid according to the efficiency of their scholars; railway and steamship companies offer premiums to engine-drivers and captains, dependent upon freedom from accidents; and piece-work, as carried out in many workshops, is one of the commonest systems of interesting employes in their work.

But none of these plans give a direct interest in the final results. Commission on sales leads to unremunerative prices and bad debts; schoolmasters resort to cramming; engine-drivers and captains will lose valuable time so as to earn a premium; and piece-work tends to bad workmanship and less payment for the same output.

Such incentives to increased exertion or care are all limited in their effects, and being confined, as a rule, to those who have positions immediately under the proprietor or manager of a business, they fail to have any beneficial effect on the work of the great majority of employes.

To interest all in their work it is necessary to devise some system which will include every employe, and as more or better work should, *cæteris paribus*, add to the profits of a business, the most direct way of rewarding employes for such extra assistance is by giv-

\* Essay written by R. Hunter, of Glasgow, and winner of the first prize offered by Ironmonger, London.



**Guaranteed to be the Best Preservative of Metals.** Not Vaseline. Will retain its form in any climate. Not affected by heat or cold. Will **NOT** grow **RANCID**. Least required to coat work thoroughly. Use it to protect your tools. Largest Tube and Best Quality. Write regarding this or the best Repeating Rifles to

**THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.**

## "STEWART" STOVES AND RANGES

SOLD BY LEADING DEALERS

Our Latest and Best **FARMER'S WOOD COOK**

### "GOOD CHEER"

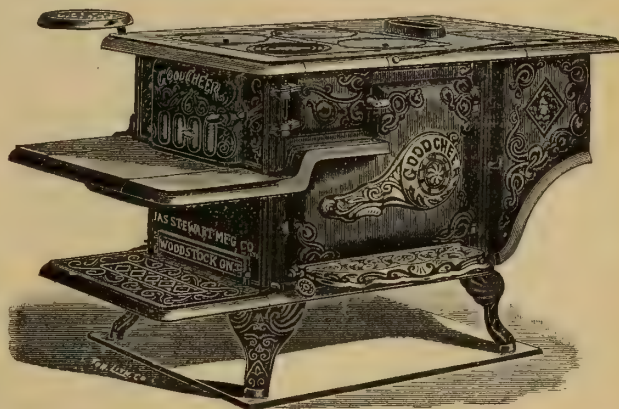
With very Large Steel Oven  
(Patented 1895)

Saving Fuel and Baking  
Perfectly . . . . .

A Quick Boiling Reservoir  
and all Latest Improvements

No. 9-29 (1895), No. 9-27 (1896),  
two sizes Square, two sizes  
Reservoir.

Every 'Good Cheer' Warranted



**WHEN ORDERED FOR COAL** No. 9-27 has a deep ash pit, complete coal fittings and wood linings, and is just what is wanted in coal burning districts and in sections of the country where wood is becoming scarce—A **HEAVY ROOMY COOK** equally good for either kind of fuel.

Descriptive circulars on application

**THE JAS. STEWART MFG. CO. LTD. WOODSTOCK, ONT.**

Represented in Manitoba by J. H. ASHDOWN, Winnipeg.

Just a little better than the best.

## McCREADY ... BICYCLES

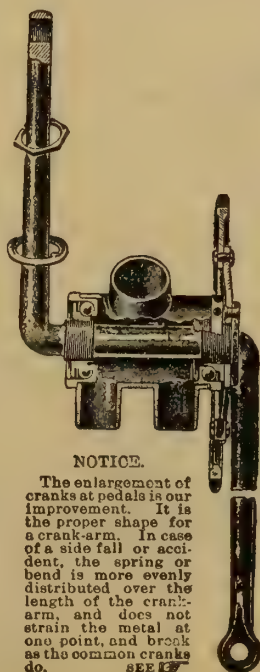
ARE FITTED WITH THE  
**FAUBER SINGLE-PIECE CRANK AXLE**  
GLANCE AT THIS CUT

And you will see the advantages of this perfect invention—forged from well tempered piece of solid steel—prevents loose cranks—no sharp corners to interfere with clothing—simple but safe adjustment—neat in appearance. There are infringements—beware of them. Our catalogue will tell you more about the **Fauber Axle**. Mention this paper in writing

**The R. A. McCREADY CO., Ltd.**

~~~~~Toronto

Agents wanted in unrepresented districts.



NOTICE.

The enlargement of cranks at pedals is our improvement. It is the proper shape for a crank-arm. In case of a side fall or accident, the spring or bend is more evenly distributed over the length of the crank-arm, and does not strain the metal at one point, and break as the common cranks do.

SEE FIG.

ing them a share of the extra profits which they have helped to make.

It is not practicable, for many reasons, to make the remuneration of assistants depend solely on the profits of a business. It would practically make them partners, and to be eligible for partnership it is necessary to have capital and a connection, to have certain abilities, and to be able to do without profits when there are none.

The last mentioned qualification for partnership furnishes the best argument against any system of remunerating assistants by a smaller salary than they are entitled to for ordinary services and a share of profits estimated to give them a liberal income in the long run, as unlooked-for losses, from causes entirely beyond their control, may leave no profits to divide.

Assistants ought, therefore, to receive fixed salaries, and be paid punctually at stated intervals, but as almost every one can, and will, do more than mere duty demands, provided he has some inducement to extra exertion or care, I unhesitatingly recommend that all, from the highest paid manager of a department, or head salesman, to the humblest apprentice or message-boy, be stimulated to do their best by the promise of a share of the profits.

I think it advisable not to give a large share to assistants, but to arrange matters so that it may never add more than 15 per cent. or 20 per cent. to their salaries. If the share is moderate, and does not vary much from year to year, it makes a welcome addition to a salary which should be as liberal as possible, and arrived at quite independent of any looked-for share of profits.

Niggardly salaries will make employes discontented, even if a good balance sheet enables an employer to be liberal after all, whereas ample salaries are likely to encourage them, and make the absence or smallness of profits, which may occur at times, less disappointing than would otherwise be the case.

It is impossible to draw up a scheme which will suit all, but I take as an illustration a business paying salaries of £250 per annum, and which during three years has returned to the employer net profits ranging from £450 per annum upwards.

This minimum profit of £450 might be taken as the lowest sum which the employer considers that he is entitled to as remuneration (he being fully justified in taking a liberal salary in payment for his own services), and he should therefore decide to credit himself with that amount, and treat any surplus as net profits to be divided between himself and his assistants in the proportion of 90 per cent. to the former and 10 per cent. to the latter.

If the business improves and leaves net

profits of £125 after payment of the employer's salary, that sum would be allocated thus: £112 10s. to the employer and £12 10s. to his assistants, equal to a bonus of 1s. per pound on each employe's salary—he who has a salary of £100 per annum receiving £5, the boy in receipt of 4s. per week receiving 10s. 6d., and so on pro rata, according to salary.

If the net profits amount to £250, the employes should receive £25, or a bonus of 2s. per pound on salaries, and less or more according to the amount of net profits available for distribution.

Ten per cent. of the profits remaining after payment of a liberal salary to the employer may seem to be too small a proportion, but a larger proportion, which might add 25 per cent. or more to the salaries of the employes, would almost inevitably lead to a corresponding reduction of salaries, to an alteration in the proportion allocated for division among the employes, or to abandonment of the system altogether. Other plans may recommend themselves, but I am confident that an employer who has enjoyed a steady income for years and decides to run the risk of having it reduced by an amount sufficient to add 5 per cent. to the salaries of his assistants, will lose nothing, but, on the contrary, find his income improved.

It is essential that each employe receive a liberal salary, in fixing which all probability of it being added to by a share of profits must be entirely ignored. It is also advisable that the amount to be divided among the employes bear such a proportion to the amount retained by the employer as to give him no cause to grudge it.

Weigh all the circumstances of the case most carefully before coming to a decision, and, if the decision is in the affirmative, fix the share of profits to be allocated to the employes at a lower rate than I suggest, perchance to increase it later, rather than begin with a larger share to be reduced when balance-sheets are favorable.

If it is decided to give profit-sharing a trial give the employes due notice of the important news, but it is not necessary or advisable that they be told what share is to be allocated to them.

A balance at least once every six months is necessary, or enthusiasm will fade. It may matter little to an employer whether his balance is annual or quinquennial, but the assistant receiving a salary of £1 per week will appreciate a small bonus now and then, and amounting to £3 or £4 a year, much more than £10 which he has waited two years for.

Give the system at least three years' trial, and be the profits never so good, with-

hold no advance of salary which would otherwise have been given, nor reduce any salary. To act otherwise would be giving with one hand and taking away with the other.

It may seem illogical or unreasonable to recommend that employes should share profits and yet bear no share of losses, and this would be the case were they consulted in regard to every detail and had as much power as their employer. At the best, however, few employes can affect the profits to the extent of 10 per cent even, and losses from bad debts and many other causes are generally beyond their control.

Among a large staff it is more than likely that one or two may not make the slightest effort to aid the prosperity of the business, and these should be deprived of any share of the profits and their services dispensed with. Again, some gross carelessness on the part of an employe may have caused a loss equal to, or greater than, the share of profits which he would have been entitled to, and the withholding of his share may prove a valuable lesson to him.

At an informal gathering once or twice a year, at the employer's house or elsewhere, the share of profits which each is entitled to may be presented in a sealed envelope, so that no employe may know what another receives. He who has been deprived of his bonus should receive an envelope like the rest, if it contains nothing more than wishes for better luck next time, but the other envelopes ought each to contain a card or sheet of paper bearing a note of the accompanying amount and such words as "with compliments."

Such meetings may do much to unite the interests of employer and employes, and give pleasant surprises to all, revealing unsuspected traits and accomplishments.

If any employe has been the direct means, by suggestion or action, of increasing the profits to an amount much beyond the share he is entitled to, I recommend that he be specially rewarded, in addition to his share of profits, and that the amount of bonus given him for such special assistance, and why it has been given, be intimated to all, pour encourager les autres.

A word of caution is necessary so that one may not unwittingly give his employes the power to claim the rights of partnership. They must be plainly told that they acquire no such rights, have no power to demand perusal of the balance sheets, and that the right is retained to give a share to, or withhold a share from, one and all.

An employer should cultivate friendly relations with his employes. He knows and recognizes all when in his warehouse, workshop or shop, and has no excuse for non-recognition if he meets them elsewhere. It

is foolish to lose one's temper or use unparliamentary language to them; rather endeavor to make them understand the reasons for wishing this or that done, instead of merely giving orders. It is but human nature to be more easily led than driven, and time and trouble spent in explaining the motives which induce an employer to wish something done in a particular way may cause the employes to carry out his wishes more readily and intelligently, and guide them in future to right decisions.

Encourage them to freely suggest ideas for improvement of business; and if these do not meet with your approval, no loss of dignity will be suffered by explaining the reasons for non-acceptance.

COPPER IN THE STATES.

A New York firm, under date of December 3, issues the following:

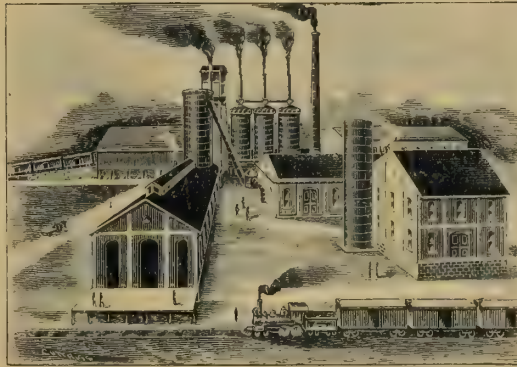
Since our last issue there has been a very decided improvement in the market for copper in sympathy with the revival felt in business circles generally. Demand has been quickened and prices advanced since the Presidential election. The hesitation previously displayed by buyers was laid aside, and both domestic and foreign consumers have been very free purchasers, and offerings of all kinds of copper were readily taken up. The volume of business for the month was large, and we estimate the transactions in the aggregate at from 30,000,000 to 35,000,000 pounds of the various grades, including about 15,000,000 pounds sold by the Calumet & Hecla Co., most of the latter having been taken by home manufacturers at prices understood to be 10½c., 11c., and 11½c. per pound. The upward trend of the market continued until 11½c. was reached for Lake Superior copper. Although at the present stage of the market business is quiet the tone is firm, but no apparent anxiety is manifested by either buyers or sellers. A noticeable feature has been the scarcity of casting copper and the high prices obtainable for this variety. The demand for casting brands has become so great that makers have been unable to meet it, and some consumers have bought largely of lake copper as a substitute at about the same price quoted for casting. Much of the raw material hitherto available for smelters is now converted into electrolytic copper for the sake of saving the silver contents, which has resulted in almost obliterating the output of casting copper. The market for this grade advanced as high as 11½c. for the best brands. There have been some purchases of foreign copper for American account, part of which has already arrived to meet this demand. With better trade in this country consumption will undoubtedly improve greatly, and in that event exports should naturally show a material falling off next year, as it cannot be expected that the surplus available for shipment to Europe next year will equal that sent abroad during 1896. At present there is a lull in trade, but the prospects for an active demand on both sides of the Atlantic in 1897 are excellent. The ability of Europe to absorb unprecedented quantities of copper from this country, besides the regular shipments from Chili, Spain and Australia, has been thoroughly tested ever since January 1, and immense supplies from America are an actual necessity in order to keep pace with the rapid increase in foreign consumption. If American shipments should be seriously curtailed on account of the more urgent requirements of the home trade no other source of supply could be relied on to make up the deficiency. Production here has been pushed to the highest point ever known, and yet the world's visible supply of copper has been getting less and less.

RETURNED
to Donker Bros.
Jan. 18/97



Insist upon getting **HENRY BOKER'S SKATES** in all grades and patterns; they are the most up to date in every point.

Henry Boker's Halifax patterns are the best running, and the least tiresome to the user, of all clamp skates. For sale by all leading Wholesale Houses.



The Hamilton Blast Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of

HIGH GRADE

Of...

PIG IRON.



BOECKH'S STANDARD

The leading brushes and handled by the leading trade of the Dominion.

BRUSHES

Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 168 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.



NO. 1603 DESSERT SET.

E. G. GOODERHAM, Manager and Sec.-Treas.

OUR LINE OF...

Christmas Novelties

IS VERY COMPLETE

If interested, write for a copy of our Supplementary Catalogue recently issued.

THE
Toronto Silver Plate Co.

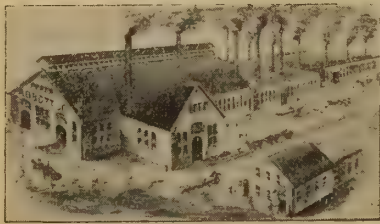
Factories and Salesrooms:

King Street
West

TORONTO, CAN.

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices. Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

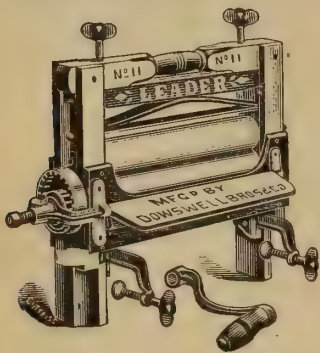
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
An
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Mary Gilles, general merchant, Sydney, N.S., has assigned.

A. E. Gallagher, general merchant, Wilton, Ont. has assigned.

R. Cochrane & Co., wholesale wagons, Winnipeg, have assigned.

J. E. Freeman, general merchant, Harmony, N.S., has assigned.

Mrs. O. Bouchard, general merchant, Chicoutimi, Que., has sold out.

Israel Slonemsky, general merchant, Vaudreuil, has compromised at 30c. on the dollar.

E. Rinfret, general merchant, St. Stanislas, Que., has compromised at 40c. on the dollar, cash.

O. Brunet, general merchant, Coteau Landing, Que., is offering to compromise at 50c. on the dollar.

Mrs. E. Fortier, general merchant, St. Albert, Ont., is offering to compromise at 40c. on the dollar, cash.

The assets of Jessop & Co., the insolvent general merchants, of Blythe, are estimated at \$1,200 and the liabilities at \$4,500.

The offer of compromise of P. Belanger, general merchant, St. Aime, Que., has been refused and the stock is to be sold by auction.

PARTNERSHIPS FORMED AND DISSOLVED.

E. Boucher & Son, hardware, Sherbrooke, have dissolved.

Robertson & Anderson, bicycles, Montreal, have dissolved.

Beney & Hardwick, hardware, Brantford, have registered a partnership.

Louie D. Robertson and R. W. Herring have registered a partnership in Montreal under the style of the Arlington Bicycle Co.

J. E. Beliveau and P. Bergeron have registered a partnership to carry on business at St. Leonard, Que., as general merchants under the style of P. J. E. Beliveau & Cie.

SALES MADE AND PENDING.

E. O. Runians, general merchant, Brampton, is offering business for sale.

The stock of T. J. Foster & Co., general merchants, Richard's Landing, Ont., has been sold.

The stock of J. A. Brennan, general store and liquors, Tignish, P.E.I., is to be sold by auction.

The assets of D. Denis, general merchant, St. Simon, Que., are to be sold by auction on Saturday.

The assets of E. P. Conley, tinsmith, Sherbrooke, are to be sold by auction on the 14th inst.

The stock, etc., of the estate of J. J. Mc-

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and

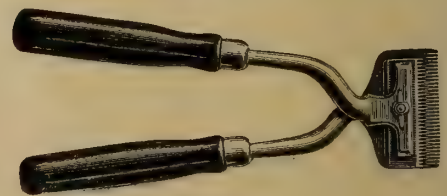
Iron Goods

Gas and Electric

Light Fixtures

536-542 Craig Street,
MONTREAL.

THEILE & QUACK'S HORSE CLIPPERS



VICTOR

For sale by . . .

M. & L. Samuel, Benjamin & Co.
Toronto.

The Swansea Forging

SWANSEA
Near Toronto

Company, Limited

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



WELLAND CANAL.

Tenders for Supplies for the year 1897.

SEALED TENDERS by mail, addressed to the undersigned and endorsed "Tender for Supplies," will be received until the arrival of the evening mails on Tuesday, Dec. 15th, for the supply of iron, timber, castings, hardware, fuel, oil, etc., etc., for the Welland Canal and its branches, for the year 1897.

Forms of tender can be obtained at the Superintending Engineer's Office, St. Catharines, on and after Friday, November 20th.

The lowest or any tender not necessarily accepted.
By order,

W. G. THOMPSON,
Superintending Engineer.

St. Catharines, Nov. 17th, 1896.

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue,
Bronzes, Alabastine.

327 St. James Street, MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

.. ISLAND CITY ..**Paint and Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

FOR SALE

in the Town of Brockville, Ont., the

FACTORY PREMISES

LATELY OCCUPIED BY THE

W. R. Gardner Tool Co., Ltd.

The Buildings—all of solid brick, and in first-class condition—are a three-story building, 83 x 40 ft., a one-story building, 40 x 40 ft., with an extension in rear of 30 x 25 ft., and a separate boiler and engine room, a so a Goldie & McCulloch "Whee ock" Engine, 75 horse power. 85 horse power boiler, 3 inch line shaft about 140 ft. On the St. Lawrence. Good wharf, etc. Apply to

GEO. WEATHERHEAD, Brockville, or

The W. R. GARDNER TOOL CO. Sherbrooke, Que.

R. DILLON,
Hardware Specialties,
OSHAWA, ONT.

Millan, harness, Woodville, are advertised for sale by tender.

The stock of the estate of E. Collishaw, general merchant, New Glasgow, N.S., is to be sold by tender.

The stock of Desbiens & Brassard, general merchants, Pointe au Pic, has been sold at 68 1/4 c. on the dollar.

The general stock of the estate of W. C. Dainty, Warwick, has been sold at 50c. on the dollar. A. Holman, of the same place, was the purchaser. The stock was valued at \$967.71.

CHANGES.

G. N. Bell has started a general store at St. Jovite, Que.

Mayhew & Farquharson are starting a general store at Admaston, Que.

Fred. Bowman, sporting goods, Hamilton, has sold out to J. W. Tunis.

F. W. Purdy, general merchant, Deep Brook, N.S., has removed to Bear River.

Cross & Co. have started a general store at Marmora. So have Keyfells & Lavigne.

McAndrew & Lindsay, general merchants, Renfrew, have sold out branch at Admaston.

H. W. Carter, general merchant, Teeswater, has been succeeded by Mann & Ewing.

J. & R. Whiting, pump manufacturers, Oro Station, have been succeeded by J. C. Stretton.

G. N. Clarke is about starting business in Kingston, N.B., as dealer in agricultural implements.

A. H. Ward, pump manufacturer, Berwick, N.S., has been succeeded by the New Foundry Co.

John Hulett, general merchant, Dundas, P.E.I., has bought out the stock of J. L. Nicholson & Co.

Sophie Laine has been registered proprietress of the business of Ant. Guibault, sporting goods, Quebec.

P. E. Beaudoin & Co., general merchants, Black Lake, Que., have sold out. P. A. Beaudoin will continue in Thetford Mines.

DEATHS.

W. Darbison, tinsmith, Saulnierville, N.S., is dead.

W. Park, general merchant, Newcastle, N.B., is dead.

J. N. Eaton, general merchant, Freeport, N.S., is dead.

FIRES.

L. Auerbach & Co., importers of cutlery, etc., Montreal, have been burned out.

James Cooper, railway supplies, Montreal, has been burned out.

John B. Goode, commission hardware, Montreal, has been burned out.

The stock of Butterworth & Co., wholesale and retail hardware, Ottawa, has been damaged by fire; insured.

**Van Tuyl & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

**Ontario Nut Works, Paris**

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

**BROOM AND CORDAGE WORKS.****WELFORD BROS.**

Manufacturers of

Brooms and Whisks, Leather, Web
and Rope Halters, Rope Cattle Ties,
Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL · PIC IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

**"JARDINE"****HUB BORING MACHINES...**

This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 11, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.

M. L. S., equal to Bradley. Per box.
I. C., usual sizes \$5 00
I. X., " 6 25
I. X. X., " 7 50
J. R. & Co.—
I. C. 5 00
I. X. 6 25
I. X. X. 7 50
Raven & P. D. Grades—
I. C., usual sizes 3 75 4 00
I. X., " 4 75 5 00
I. X. X., " 5 75 6 00
I. X. X. X., " 6 75 7 00
D. C., 12½x17 3 50 3 75
D. X., " 4 50 4 75
D. X. X., " 5 75 6 10

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

Bessemer Steel—
I. C., usual sizes 3 00
I. C., special sizes 3 15
20x28 6 25
Charcoal Plates—Terne.
Dean or J. G. Grade—
I. C., 20x28, 112 sheets 6 00
I. X., Terne Tin 8 00
I. X., Orion 8 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X. X., 14x56, 50 sheet bxs }
" 14x60, " } 0 05¼ 0 06
" 14x65, " }
Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½ 0 07
28 " 0 07¼ 0 07½
Allendale, I. C. 2 90 3 00
" I. X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs 1 65
Refined " 2 35 2 65
Horse Shoe 2 60 2 75
Band 2 25
Hoop " 4 00 4 25
Sleigh Shoe Steel " 4 00 4 25
Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06¼
2 " 0 07¼
2½ " 0 09¼
3 " 0 11

Steel Boiler Plate.

½-inch 2 45
¾-inch 2 35

¾ inch and thicker 2 25

Sheet Iron.

16 gauge and heavier 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 50
Half polished 2 60
All bright 3 00 3 25

Iron Pipe.

Wrought, ¼ in., 65 p.c.: ¾ to ½, 67½ p.c.: ¾ to 1 in., 70 and 5 p.c.: 1½ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots: Per lb.
16 gauge 0 04¾ 0 04¾
18 to 24 gauge 0 04¾ 0 04¾
26 " 0 04¾ 0 04¾
28 " 0 04¾ 0 04¾
NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 1 " " 3 35
" 1½ " " 3 25
" 2 " " 2 85
" 3 " " 2 75
Trace, per doz. pairs 3 60
German coil, per 100 ft. 1 65
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.
English B. S., ton lots 0 11¼ 0 12
Lake Superior
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches 0 18 0 19
NOTE.—Complete lengths about 15 feet from 3 to 5 cents a pound.
Sheet.
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 0 25 0 27
Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
" 35 to 45 " " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 16

Boiler and T. K. Pitts.
Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
nests, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04¼ 0 04¾
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05¼
Part casks 0 05¾

Lead.

Imported Pig, per lb 0 03¾ 0 03¾
Domestic, per lb 0 02¾
Bar, 1 lb. 0 04¾
Sheets, 2½ lbs. sq. ft., by roll. 0 04¾ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net. price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe.
Bar half-and-half 0 12¼ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb. 0 08 0 08½

Anti-Friction Metal.

"Beaver" brand Per lb. \$0 20

White Lead.

Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 50 4 75
No. 1 do 4 25
No. 2 do 4 00
No. 3 do 3¾
Brandram Bros' Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto, James' genuine 5 75
" No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J. F. L. S.) bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
do. Umber, " 0 10
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre ¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 90
Extra 0 65
Brown Japan 0 85
Brown Japan, Turpentine, p.g 1 30
Gold Size Japan, " 1 00 1 20
Pure Orange Shellac 1 95 2 15
Hard Oil Finish 13 0
Oil Shellac 14 1
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 47 0 48
Boiled, per gal 0 49 0 50
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 42
1 to 4 " 0 43
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 08¼ 0 08½
Small lots 0 08¾ 0 09

Cod Oil.

Cod Oil, per gal 0 50 0

Glue.

(In bbls.)

Common 0 07¼ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
At clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., at net list. B. B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.
Wads.—Baldwin's per lb

Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 26
Thin card wads, in boxes of 1,000 each 8 gauge 0 26

| | | |
|---|------|---|
| hemically prepared black edge grey cloth wads, in boxes of 250 each— | Pe | M |
| 11 and smaller gauge | 0 65 | |
| 9 and 10 gauges | 0 75 | |
| 7 and 8 gauges | 0 90 | |
| 5 and 6 gauges | 1 10 | |
| Superior chemically prepared pink edge, best, white cloth wads, in boxes of 250 each— | | |
| 11 and smaller gauge | 1 15 | |
| 9 and 10 gauges | 1 40 | |
| 7 and 8 gauges | 1 65 | |
| 5 and 6 gauges | 1 90 | |

Anvils.

| | | |
|-------------------------------|-------|-------|
| Per lb. | 0 10 | 0 12½ |
| Anvil and Vice combined, each | 4 50 | |
| Wilkinson & Co.'s Anvils, lb. | 0 09 | 0 09½ |
| Wilkinson & Co.'s Vices, lb. | 0 09½ | 0 10 |

Augers.

| | | |
|---|-------|-------|
| Gilmour's, discount 50 per cent. | | |
| Hollow Stearn's, per dozen | 13 00 | 20 00 |
| Adjustable Stearn's, each | 5 50 | 6 50 |
| Post-hole, Vaughan's, each | 1 35 | 1 60 |
| Excelsior, Jennings', discount 50 per cent. | | |

Awls.

| | | |
|----------------------|------|------|
| Sewing, per gross | 0 65 | 1 59 |
| Pegging, " | 0 65 | 1 25 |
| Brad, " | 0 85 | 1 60 |
| " handled, per gross | 3 60 | 1 30 |
| Saddler's, per gross | 0 45 | 1 60 |

Awl Hafts.

| | | |
|-----------------------|------|------|
| Patent Peg, per gross | 7 25 | 8 00 |
| Sewing, per gross | | |

Awl and Tool Sets.

| | | |
|------------------------|------|------|
| Millars Falls, per doz | 2 80 | 3 30 |
|------------------------|------|------|

AXES.

| | | |
|----------------|------|-------|
| Splitting Axes | 5 25 | 5 50 |
| Chopping Axes— | | |
| Black Prince | 7 25 | 7 50 |
| Forest Clipper | 7 25 | 7 50 |
| Lance | 8 50 | 9 00 |
| Mann's | 8 00 | 8 25 |
| Maple Leaf | 9 50 | 10 00 |
| Hand Made | 7 50 | 7 75 |
| Climax | 8 00 | 8 25 |
| Phantom | 8 25 | 8 50 |

Axle Grease.

| | | |
|-----------|------|-------|
| Per gross | 7 00 | 13 00 |
|-----------|------|-------|

Bath Tubs.

| | | |
|--|------|-----|
| Zinc discount | 3 90 | 4 0 |
| Copper, discount, 40 and 10 p.c. off revised list. | | |
| Steel clad, 20 per cent. discount. | | |

Bells.

| | | |
|-----------------------------|--|--|
| Hand. | | |
| Brass, 65 to 66½ per cent. | | |
| Nickel, 60 to 62½ per cent. | | |

Door.

| | | |
|-------------------------------------|------|---|
| Gton Sargent's | 5 50 | 8 |
| " Peterboro', discount 50 per cent. | | |

Cow.

| | | |
|--|--|--|
| American make, discount 66½ per cent. | | |
| Canadian, discount 45 and 50 per cent. | | |

Farm.

| | | |
|----------------|------|------|
| American, each | 1 25 | 3 00 |
|----------------|------|------|

House.

| | | |
|------------------|------|------|
| American, per lb | 0 35 | 0 40 |
|------------------|------|------|

Bellows.

| | | |
|-------------------------------------|------|-------|
| Hand, per doz | 3 35 | 4 75 |
| Moulders, per doz | 7 50 | 10 00 |
| Blacksmiths', discount 60 per cent. | | |

Belting.

| | | |
|---------------------------------------|--|--|
| Extra, 40 and 10 per cent. | | |
| No. 1, leather, discount 60 per cent. | | |
| Standard, 55 per cent. | | |
| Agricultural, 65 and 10 to 70 p.c. | | |

Bench Stops.

| | | |
|---------|------|------|
| Per doz | 5 00 | 6 00 |
|---------|------|------|

Bits.**Auger.**

| | | |
|--|--|--|
| Gilmour's, discount 65 and 5 per cent. | | |
| Excelsior, discount 60 per cent. | | |
| Rockford Common, 65 to 65 and 5 per cent. | | |
| Perfection, 60 and 10 per cent. | | |
| Jennings' Gen., net list to 5 p.c. discount. | | |

Car.

| | | |
|--------------------------------|--|--|
| Gilmour's, 47½ to 50 per cent. | | |
|--------------------------------|--|--|

Expansive.

| | | |
|-------------------------|--|--|
| Clark's, 20 per cent. | | |
| Excelsior, 10 per cent. | | |

Gimlet.

| | | |
|---------------------------|------|------|
| Clark's, per doz | 0 65 | 0 90 |
| Diamond, Shell, per doz | 1 00 | 1 50 |
| Nail and Spike, per gross | 2 25 | 5 20 |

Blind Rollers.

| | | |
|----------------|------|------|
| Annex, per doz | 1 25 | 1 75 |
| Mascott, " | 1 35 | 1 85 |
| Erminie, " | 1 12 | 1 20 |

Blind and Bed Staples.

| | | |
|---------------|------|------|
| sizes, per lb | 0 11 | 0 15 |
|---------------|------|------|

Bolts.

| | | |
|--------------------------------------|--|--|
| Carriage, dis. 60 p.c. off new list. | | |
| Tire, dis. 65 and 10 per cent. | | |

| | | |
|---|--|--|
| Stove, dis. 60 and 10 per cent. | | |
| Elevator, dis. 35 to 40 per cent. | | |
| Machine, dis. 55 and 5 p.c. off new list. | | |
| Coach Screws, dis. 65 and 5 p.c. | | |

Boring Machines.

| | | |
|-----------------------------|------|------|
| Complete, with augers, each | 5 00 | 7 50 |
|-----------------------------|------|------|

Braces.

| | | |
|------------------|-------|-------|
| Barbet's | 6 00 | 7 75 |
| Barber's Ratchet | 10 00 | 11 00 |
| Farmers | 2 00 | 2 75 |
| Millar's Falls | 15 50 | 29 00 |

Brackets.**Shelf.**

| | | |
|-----------------------------|------|------|
| Japanned Canadian, per doz. | | |
| pairs | 0 50 | 3 40 |
| Berlin Bronze Canadian | 0 85 | 3 20 |

Broilers.

| | | |
|--|-------|--|
| Light, dis. 65 to 67½ per cent. | | |
| Reversible, dis. 65 to 67½ per cent. | | |
| Vegetable, per doz, dis. 37½ per cent. | 6 00 | |
| Henis, No. 8, | 7 00 | |
| Henis, No. 9, | 7 50 | |
| Queen City | 10 00 | |

Butchers' Cleavers.

| | | |
|-------------------------|------|--|
| From 8 to inch, per doz | 4 23 | |
|-------------------------|------|--|

Butts.**Brass.**

| | | |
|---|--|--|
| Wrought Brass, dis. 17½ p.c. revised list. | | |
| Cast Iron. | | |
| Loose Pin, dis. 60 and 10 to 65 and 2½ p.c. | | |

Wrought Steel.

| | | |
|---|------|------|
| Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c. | | |
| Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c. | | |
| Berlin Bronze, dis. 70, 70 and 5 per cent. | | |
| Gen. Bronze, per pair | 0 40 | 0 65 |

Can Openers.

| | | |
|---------------------------|------|-------|
| Acme, per gross | 9 00 | 10 00 |
| Sardine Scissors, per doz | 3 75 | 4 50 |

Card.

| | | |
|---------------|------|------|
| Horse, per do | 0 60 | 1 00 |
|---------------|------|------|

Carpet Stretchers.

| | | |
|-------------------|------|------|
| American, per doz | 1 00 | 1 50 |
| Bullards, per doz | 6 50 | |

Carpet Sweepers.

| | | |
|----------------------|-------|-------|
| Bissell, per doz | 22 50 | |
| World, " | 21 75 | |
| Daisy, " | 24 00 | |
| Star | 18 00 | |
| Crown Jewel, per doz | 29 00 | |
| Grand Rapids, " | 30 00 | 33 00 |

Cartridges.

(See Ammunition.)

Castors.

| | | |
|--|--|--|
| Bed new list, dis. 55 to 57½ per cent. | | |
| Plate, dis. 55 to 57½ per cent. | | |

Cattle Leaders.

| | | |
|---------------------------|------|-------|
| Nos. 31 and 32, per gross | 8 50 | 11 25 |
|---------------------------|------|-------|

Cement.

| | | |
|-------------------------|------|--|
| Portland, car-load lots | 2 75 | |
| Thorold, " | 1 10 | |
| Queensdown, " | 1 10 | |
| Napanea, " | 1 10 | |

Chalk.

| | | |
|--------------------------------|------|------|
| Carpenters' Colored, per gross | 0 45 | 0 75 |
| White lump, per cwt | 0 60 | 0 65 |
| Red | 0 05 | 0 06 |
| Crayon, per gross | 0 14 | 0 18 |

Chisels.**Socket, Framing and Firmer.**

| | | |
|------------------------------------|------|------|
| American, dis. 75 to 77½ per cent. | | |
| Canadian, dis. 35 to 40 per cent. | | |
| Tanged firmer, per doz | 0 85 | 4 00 |

Churns.

| | | |
|--|------|--|
| Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent. | | |
| Steel, net | 3 00 | |

Clamps.

| | | |
|---------------------------|------|-------|
| Judd's, dis. 20 per cent. | | |
| Stearn's, per doz | 3 00 | 10 00 |

Clips.

| | | |
|-------------------------|--|--|
| Axle, dis. 65 per cent. | | |
|-------------------------|--|--|

Coffee Mills.

| | | |
|-------------------|------|-------|
| Box | 3 60 | 13 00 |
| Side | 3 60 | 4 00 |
| Enterprise, No. 0 | 1 35 | |
| No. 2 | 2 70 | |

Compasses, Dividers, Etc.

| | | |
|------------------------------------|--|--|
| American, dis. 62½ to 65 per cent. | | |
|------------------------------------|--|--|

Cradles, Grain.

| | | |
|---------------------------|--|--|
| nadian, dis. 25 per cent. | | |
|---------------------------|--|--|

Dies.

| | | |
|--|--|--|
| Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent. | | |
| Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent. | | |

Door Springs.

| | | |
|----------------------------------|------|------|
| Torrey's Rod, per doz. (15 p.c.) | 2 00 | |
| Coil, per doz | 0 88 | 1 60 |
| English per doz | 2 00 | 4 00 |

Draw Knives.

| | | |
|------------------------------------|--|--|
| American, dis. 70 and 10 per cent. | | |
|------------------------------------|--|--|

| | | |
|---------------------------------|--|--|
| anadian dis. 25 to 35 per cent. | | |
|---------------------------------|--|--|

Drills.**Hand and Breast.**

| | | |
|-------------------------------|-------|-------|
| Millar Falls, per doz | 16 00 | 51 50 |
| P. S. & W., dis. 40 per cent. | | |

DRILL BIT.

| | | |
|------------------------------------|--|--|
| Morse, dis. 37½ to 40 per cent. | | |
| standard, dis. 17½ to 50 per cent. | | |

ELBOWS.**Stovepipe.**

| | | |
|-----|----|------|
| doz | 90 | 1 75 |
|-----|----|------|

FAWCETS.

| | | |
|------------------------------------|------|------|
| Cork Lined, per doz | 0 30 | 0 |
| Wine, per doz | 1 30 | 3 25 |
| Star, " | 2 80 | 3 90 |
| Fenn's Corkstops, No. 2, per dozen | 1 70 | |
| Petroleum, per doz | 4 50 | 6 50 |

FILES AND RASPS.

| | | |
|--|--|--|
| Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent. | | |
| Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent. | | |
| Black Diamond, 50 and 10 per cent. | | |
| Kearney & Foote, 60 and 10 per cent. | | |
| Nicholson File Co., 50 and 10 per cent. | | |
| Heller's Horse Rasps, 45 per cent. | | |
| Jowitt's, English list, 25 to 30 per cent. | | |

FLUTING MACHINES.

| | | |
|------|------|------|
| Each | 0 60 | 2 00 |
|------|------|------|

FORKS.

| | | |
|---|--|--|
| Hay, manure, etc., dis. 60 to 60 and 10 p.c., revised list. | | |
|---|--|--|

FREEZERS.**Ice Cream.**

| | | |
|---|--|--|
| Gem, dis. 57½ to 60 per cent. | | |
| Shepard's Lightning, dis. 50 to 50 and 10 per cent. | | |

FRUIT PRESSES.

| | | |
|---|------|----|
| Henis, per doz | 3 25 | 50 |
| Enterprise, dis. 10 per cent. | | |
| Shepard's Queen City, dis. 15 per cent. | | |

FRY PANS.

| | | |
|--------------------------------|--|--|
| Acme, dis. 62½ to 65 per cent. | | |
|--------------------------------|--|--|

GAUGES.**Marking, Mortise, Etc.**

| | | |
|------------------------------------|--|--|
| Stanley's, dis. 50 to 55 per cent. | | |
| Wire Gauges. | | |

| | | | | |
|-----------------|-----|------|------|------|
| Winn's, Nos. 26 | 33. | each | 1 65 | 2 40 |
|-----------------|-----|------|------|------|

GLASS.

| | | |
|-----------------|-------------|--|
| Double Diamond. | Per 100 ft. | |
| 10 | 7 00 | |
| 12 | 4 40 | |
| 14 | 4 40 | |
| 16 | 4 40 | |
| 18 | 4 40 | |
| 20 | 4 40 | |
| 22 | 4 40 | |
| 24 | 4 40 | |
| 26 | 4 40 | |
| 28 | 4 40 | |
| 30 | 4 40 | |
| 32 | 4 40 | |
| 34 | 4 40 | |
| 36 | 4 40 | |
| 38 | 4 40 | |
| 40 | 4 40 | |
| 42 | 4 40 | |
| 44 | 4 40 | |
| 46 | 4 40 | |
| 48 | 4 40 | |
| 50 | 4 40 | |
| 52 | 4 40 | |
| 54 | 4 40 | |
| 56 | 4 40 | |
| 58 | 4 40 | |
| 60 | 4 40 | |
| 62 | 4 40 | |
| 64 | 4 40 | |
| 66 | 4 40 | |
| 68 | 4 40 | |
| 70 | 4 40 | |
| 72 | 4 40 | |
| 74 | 4 40 | |
| 76 | 4 40 | |
| 78 | 4 40 | |
| 80 | 4 40 | |
| 82 | 4 40 | |
| 84 | 4 40 | |
| 86 | 4 40 | |
| 88 | 4 40 | |
| 90 | 4 40 | |
| 92 | 4 40 | |
| 94 | 4 40 | |
| 96 | 4 40 | |
| 98 | 4 40 | |
| 100 | 4 40 | |
| 102 | 4 40 | |
| 104 | 4 40 | |
| 106 | 4 40 | |
| 108 | 4 40 | |
| 110 | 4 40 | |
| 112 | 4 40 | |
| 114 | 4 40 | |
| 116 | 4 40 | |
| 118 | 4 40 | |
| 120 | 4 40 | |

| | | |
|------------|------|--|
| Per 50 ft. | | |
| 10 | 1 70 | |
| 12 | 1 50 | |
| 14 | 1 30 | |
| 16 | 1 10 | |
| 18 | 90 | |
| 20 | 80 | |
| 22 | 70 | |
| 24 | 60 | |
| 26 | 50 | |
| 28 | 40 | |
| 30 | 30 | |
| 32 | 20 | |
| 34 | 10 | |
| 36 | 0 | |
| 38 | | |
| 40 | | |
| 42 | | |
| 44 | | |
| 46 | | |
| 48 | | |
| 50 | | |

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent.
 Christie, \$7.00 net.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
 Lightening, per doz. 6 50 8 40
 Heath's, 52 1/2 p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 A glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 1 75 7 50
 Cabinet,
 Eagle, dis. 27 1/2 p.c.
 Padlock,
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17 1/2 p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00
 American, 60 and 10 p.c. off list.

MEAT CUTTERS.

Enterprise, American, dis. 32 1/2 p.c.
 German, 15 per cent.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canadian or American pattern—
 Basis—50 to 60 dy. 2 30
 40 dy. 2 35
 30 dy. 2 40
 20, 16, and 12 dy. 2 45
 10 dy. 2 50
 8 and 9 dy. 2 55
 6 and 7 dy. 2 70
 2. American pattern only—
 From 4 to 5 dy. 2 90
 3 dy (lath). 3 30
 3. Canada pattern only—
 From 4 to 5 dy. 2 70
 3 dy (lath). 3 20
 3 dy. A.P. fine. 3 90
 Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 75 and 10 per cent. 3 per cent. cash delivered in lots of 10 kegs or more
 Brads and moulding nails, 70 and 12 1/2 p.c. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16 1/2
 Carbon safety " 0 18 0 00
 Canada w. w. " 0 18 0 00
 American w. w. " 0 00 0 21
 Pratt's Astral. 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37 1/2 to 40 per cent.
 Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 65 p.c.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62 1/2 p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tinners' solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 1 75 0 17 1/2
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 02 1/2 0 02 3/4
 Sliding door, " 0 03 1/4 0 03 1/2
 Lanes, " 0 03 0 03 1/4

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50, 10 and 5 per cent.
 Iron " dis. 60 and 5 per cent.
 Tinned and black rivets, 60 and 5 per cent.
 To 65 and 5.
 Burrs, iron or steel, 50 and 5 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

Sisal. Manilla
 7-16 in. and larger, per lb. 6 1/4 00 8 1/2
 1/4, 5-16, 3/8 in. 6 3/4 00 9
 Cotton 15 17
 Russia Deep Sea 00 13
 Jute 6 3/4 7 1/2

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 60 1 00
 N.P., per set. 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 50

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.
 Kempshell's, dis. 40, 62 1/2 per cent.
 Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50
 Solid, " 1 25

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Diston's, dis. 12 1/2 to 15 p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Diston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 oot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 & 10 p.c. and 10.
 Wood, R. H., " dis. 75 and 10 and 10 p.c.
 " F. H., brass, dis. 77 1/2 and 10 and 10 p.c.
 " R. H., " dis. 72 1/2 and 10 and 10 p.c.
 Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 iron, " 4 25 5 75

SCYTHES.

Discount, 60 and 10 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., jappanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, jappanned, 80 p.c.
 " N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 " jappanned handles, 67 1/2 p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black, 72 1/2 p.c. 1 8 2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.
 Acme " 3 00 5 00
 Lock, Andrews' " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 25 to 30 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
 Iron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 30 00
 Dessert Forks, " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 70 per cent., revised list.
 Try and bevel, dis. 50 to 52 1/2 p.c.

STAPLES.

Fence, galvanized 2 85 3 10
 Wrought iron, dis. 80 to 82 1/2 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

gross. 1/4 gross. doz.
 Scientific Stove Pipe 9 00 2 50 90
 Varnish " 6 00
 Scientific Stove Paste (5 lb pails) 60c. each. 6 00
 Scientific Furniture 12 00 1 25
 Scientific Carriage Top Dressing, 1/2 pints. 2 00
 Scientific Furniture Top Dressing, pints. 3 50
 Scientific Enamel Paints 1 50
 Scientific Stove Enamel 7 50 2 00 75

STONE.

Washita, per lb. 0 28 0 60
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador. " 0 00 0 13
 " Axe, " 0 00 0 15
 Turkey " 0 00 0 50
 Arkansas " 0 00 1 50
 Water-of-Ayr " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind. per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue, 70 p.c.
 Trunk tacks, black, 70 p.c.
 " tinned, 70 p.c.
 B.B.B. iron carpet, blued, 70 p.c.
 " tinned, 70 p.c.
 B.B.B. iron carpet, bright or blued (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk), 50 to 55 p.c. 45
 " (in dozens, 1 to 6 oz.) 30
 " (in dozens, 8 to 24 oz.) 40
 " 1/4 weights 30
 " tinned 45
 Swedes, cut tacks, genuine, blued and tinned. 52 1/2
 Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz), 65 p.c.
 Swedes, upholsterers', American (8 to 24 oz), 70 p.c.
 Swedes, carpet, grim, lace 35
 brush, blued and tinned. 40
 Zinc tacks. 35
 Copper tacks and nails 60
 Leather carpet tacks 30
 Trunk nails, black and tinned 65
 Clout nails 66 1/2
 Cigar box nails 45
 Lining nails in papers. 10
 " in bulk. 15
 " solid heads, in bulk. 42 1/2
 Saddle nails in papers. 10
 " in bulk. 15
 Tinned capped trunk nails. 15
 Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather 5 50 9 75
 Chesterman's, each 0 90 2 85
 " steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 5

TINNERS' TOOLS.

P. S. & W., 10 p.c.
 Canadian, 35 to 37 1/2 per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
 Jappanned, prices on application
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 40 p.c.
 Game, H. & N., P. S. & W., 65 p.c.
 Game, steel, 72 1/2 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Diston's, discount 10 per cent.
 German, per doz. 4 75 00
 Brade's " 5 00 10 50
 S. & D., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each 2 00 4 50
 Coach, each. 6 00 7 00
 Peter Wright's, per b. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00
 Washers "Iron," 40 per cent., 4 months per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38

WIRE.

Brass Wire, 16 to 25 wire gauge, 12 1/2 p.c.
 Copper Wire, 12 1/2 p.c. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05 1/2 0 06
 Clothes Line Wire, 19 gauge, per doz. coils 2 75 3 00

WIRE FENCING.

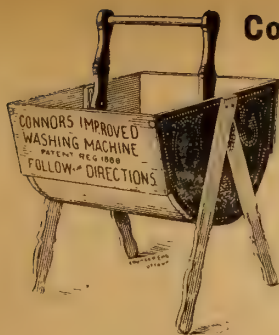
Galvanized, 2 barb, 2 1/2 and 5 inches apart. 2 85 3 00
 Galvanized, 4 barb, 4 and 6 inches apart. 2 85 3 00
 Galvanized, plain twist, all. del'd. 2 85 3 00
 Plain twist. 2 85 3 00
 Steel Staples 2 85 3 00
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
 Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37 1/2 per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 30 to 32 1/2 p.c.
 Diamond, dis. 33 1/2 to 35 per cent.
 Towers' Engineer, each 2 00 3
 " S., per doz. 5 80 7 00
 G. & K.'s Pipe, per doz. 6 00
 Burrell's Pipe, each 3 40
 Pocket, per doz.



**Connor's
IMPROVED
WASHING
MACHINE**

Awarded First
Prizes at nine Do-
minion Exhibi-
tions. Cheapest
and best machine
on the market.

WRITE FOR
PRICES . . .

Agents wanted

J. H. Connor 525 Sussex St. **Ottawa**

**THE OAKVILLE
BASKET CO.,**



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

**THE OAKVILLE
BASKET CO.**

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

**WANT
ADVERTISEMENTS**

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

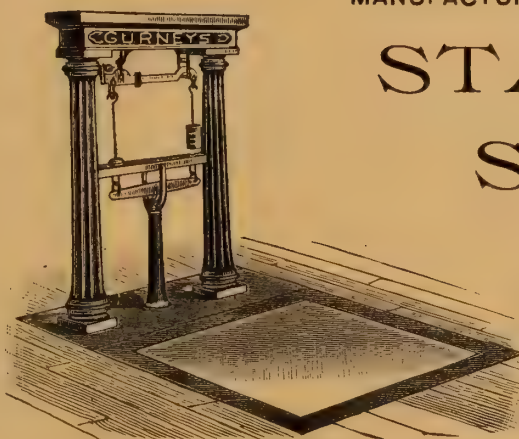
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

**STANDARD
SCALES**



Hamilton, Ontario.

WRAPPING PAPERS

Made to wear
Made with care
Hard to tear

The kind of paper required by the Hardware Trade

318 St. James St.; Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CAN.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Headquarters for . . Paints and Varnishes

: : : WE MANUFACTURE : : :

Bath Enamels.
Bicycle Enamels.
Blackboard Paint.
Boat Varnishes.
Bridge Paint.
Colors, Dry.
Colors in Oil.
Colors in Japan.
Colors in Water.
Colors, Liquid.
Copper Paint.
Carriage Top Dressing.
Dipping Paints.
Dry Colors.
Dryers, Electric.

Dryers, Patent.
Enamels.
Fillers, Dry, Paste and Liquid.
Floor Paints.
Gold Paint.
Graining Colors.
Ground Colors.
Japans, Baking.
Japans, Black.
Japans, Radiator.
Lakes.
Lacquers.
Mixed Paints.
Ochres.
Oxides.

Oil Stains.
Paint Reducers.
Priming Paints.
Putty.
Roofing Paints.
Rough Stuff.
Shade Makers' Colors.
Shellacs.
Umbers.
Varnishes, Agricultural.
Varnishes, Boat.
Varnishes, Carriage.
Varnishes, Damar.
Varnishes, Finishing.
Varnishes, Harness.

Varnishes, Leather.
Varnishes, Piano.
Varnishes, Rubbing.
Varnishes, Polishing.
Varnishes, Reed.
Varnish and Stain (Combined).
Varnish Reducers.
Vermilions, Dry.
Vermilions in Oil.
White Lead.
Water Stains.
Wall Finish.
Yellows, Dry.
Yellows in Oil.

If fact, **EVERYTHING** the painter uses, from the Dry Color to the finishing coat of Varnish, therefore we cannot be deceived by adulterations, and we know "where we are at" when we make claims for our productions.

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

Telephones 819 and 1511.

Scientific Production.
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, DECEMBER 19, 1896

No. 51



MAGNOLIA METAL

In use by . . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,
74 Cortlandt Street New York

HOOP IRON AND STEEL

If you want the best quality and most uniform rolling, specify "Dominion Crown" Brand (iron), or "Clark" Brand (soft steel).

A. C. LESLIE & CO.,

Agents,

MONTREAL.

Largest Manufacturers under the British Flag

These are good Radiators—because they combine in their construction artistic design—screwed connections, light castings—powerful heating capacity—they hold less water and condense more steam than any other style.

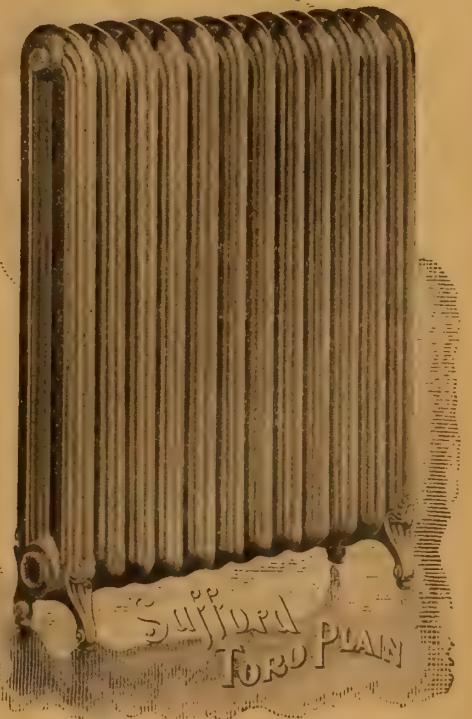
"Safford" KING OF Radiators

The only Radiator in the world made without bolts or packing. Guaranteed to last forever.

225 sizes—every style and shape.

MADE ONLY BY THE

TORONTO RADIATOR MFG. CO. Limited
.. Toronto, Ont.



To the Trade—

We have a few pairs of a special
line of

...SKATES...



at particularly low prices.

Write For Particulars.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

Heavy Copper Tea Kettles



BOOTH'S PATENT

PRICES ON APPLICATION

The Booth Copper Co., Ltd.

123 QUEEN EAST - TORONTO.

KEMP MANUFACTURING COMPANY

TORONTO.



ENAMELED STEEL

SEAMLESS WATER BUCKETS

. . . Makers of . . .

"DIAMOND" STEEL WARE

"GRANITE" STEEL WARE

"WHITE" STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, DECEMBER 19, 1896

No. 51

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.
Major A. G. Campbell,
General Subscription Agent.

PARLIAMENT'S DELICATE TASK.

PARLIAMENT will find when it comes to adjudicate upon the evidence that has been collected by the Commission regarding the tariff that its task will be a delicate one. Anyone who has carefully read the newspaper reports of the investigation can come to no other conclusion.

Nearly everyone who has been before the Commission has demonstrated one thing: His plea was for a tariff that would suit his own peculiar condition. This was as patent in the evidence of the consumer as it was in that of the producer; in the free-trader as in the protectionist. All were trying to grind their own little axes.

We are not blaming them for it. It is characteristic of human nature that they should do so. We merely refer to these peculiarities to emphasize the previously stated contention regarding the delicacy of the task which Parliament has before it.

It would be infinitely better if we could all unite with an eye single to the advancement of the Dominion. But this is not to be expected. We have not yet arrived at the millennium. Until we have, Parliamentary or other bodies will have to do the best they can in legislating for the whole.

It would have simplified matters in the

present instance if the Government had seen fit to accept the suggestion of this paper and selected the Tariff Commission from half a dozen or more of the best business men in the country, irrespective of the color of their political faith.

Whether the members thereof would or would not have been more efficient than the honorable gentlemen who are now gathering data we would not for a moment contend. On the contrary, we believe the present Commission to be as able as any that has hitherto been sent out on a similar mission. But were the Commission composed of the best business men procurable and representatives of the working classes, it naturally follows that, while the data would have been gathered just as efficiently, greater confidence would have been had in the court.

It is true that the present Government is but following in the footsteps of its predecessors in office, but that does not alter the fact that there is a deep-seated feeling of aversion in the human breast to being tried by one's accusers no matter how justified the accusations may be.

Parliament will require to keep a level and unprejudiced head on its shoulders when dealing with the tariff.

CULL HORSE NAILS.

The complaint made by one of our subscribers, "J.W.B. & Son," in the last issue of *HARDWARE AND METAL*, is well founded. It is a fact that cull nails are being sold to blacksmiths and others in Canada at \$2 a box. Members of the Horse Nail Association have an understanding that they are not to dispose of culls. They are supposed to be thrown into the scrap heap, and they therefore cannot regulate the price. It is said that one manufacturer, not in the association, is the only concern selling these culls, but we have it on good authority that

others than he have been selling them to the trade in this country.

The association, at its next meeting, should endeavor to take such steps as will remedy the grievance. It injures the trade in prime horse nails.

WHY THE DEPARTMENT STORE IS AN EVIL.

IT is not the size of the department store which constitutes it an evil. It is its modus operandi of doing business.

Every man has both a moral and a legal right to do business in a building of whatsoever size and magnitude he chooses as long as local ordinances are complied with as to manner of construction and public safety. But every man has not a moral, although he may have a legal, right to carry on business in the way the modern department store does.

A straight line can only be made by passing the pencil or whatever it may be from one point to another by the nearest course. You can go from one point to another by describing a half circle or by a zig-zag course, but it is not a straight line. Goods can be sold by unbusiness-like methods; by fake methods; by deceptive methods. But it is not business-like.

The very essence of business is honesty. The word business may, in fact, be almost termed a synonym for honesty.

A great many people believe that divergence from the straight line in commercial transactions is quite business-like, if not quite honest. But they are mistaken. Business is honesty, just as honesty is doing what is right.

Now the methods of the department stores are not honest. We have no sympathy with the broad charge that the department store does not sell what it advertises. In exceptional cases it may not. As a rule, however, it does. The department

store is too wise to do otherwise no matter how tempted it may be to do it.

The chief of the department store's unpardonable sins is in that it studies to induce customers to enter its portals by practising deception.

The department store to live must earn profits just as certainly as that a man must eat to live. Now, everybody is aware, who is at all conversant with the matter, that ordinary business profits have, by the keenness of competition, been cut down to a point where they can scarcely be called living. But yet these department stores, by hanging out goods at prices frequently below the cost of production, aim to delude the public into the belief that theirs is the place where not only all things are cheap but that theirs is the place where all things are cheaper than in the ordinary stores.

It is all very well to bait a trap to catch a rat. But it is another thing when it comes to catching customers by deceptive methods.

Morally the department stores have no right to continue setting at naught the laws of business; legally they have. And it all comes of the fact that the moral and the legal code frequently do not run parallel with each other. Perhaps in time they will. And then the department store will have to mend its ways or be mended.

SHORTER CREDITS.

It is more than likely that the coming year will see the terms of credit on several lines handled by the grocery trade further shortened. This is a move in the right direction. It is what **HARDWARE AND METAL** has constantly advocated.

When a man has to pay cash for his goods he is not as likely to ruin himself and his neighbors by cutting prices. At present the wholesale grocers have to pay cash for nearly all the goods they buy. In Montreal credits have been shortened in several lines on which Maritime Province and western dealers have given three months' credit.

Complaint has been made during the year that some Montreal houses were quoting below the regular market price. The secret of it was that they took advantage of cash discounts in buying, and they sold for spot cash only. They were thus able to quote considerably less than firms who sold on three months' credit.

In this connection we would like to see the local guilds throughout the Dominion working more harmoniously together. Many of them were surprised, when chatting with the members of the Montreal Guild at the recent meeting, to find how little friction existed among the latter. It is all the more creditable because the Montreal Guild is composed of the two nationalities, French and English.

BERLIN, ONT., AND THE TARIFF.

A MASS meeting of the business men of Berlin, Ont., was held the other night under the auspices of the Board of Trade to protest against that town being overlooked by the Tariff Commission in its tour of data gathering.

There are, no doubt, many towns and villages throughout the country which consider they are entitled to a visit from the Commissioners, but at which it is not necessary that tariff enquiries should be instituted. Berlin, however, is not one of those places.

The capital of Waterloo County has a population of some 8,000, and as a manufacturing and business centre, for its size, it is probably unsurpassed in the country. It is a veritable hive of industry.

The Government could no doubt fashion a tariff without consulting the business and manufacturing interests of Berlin. So it could without consulting Toronto or any other business centre. But it stands to reason that by ignoring the opinions of the business men of these places the tariff would not be as perfect as it otherwise might be.

The Commissioners are pressed for time and are, no doubt, trying to do their best, but tariff revision is too important an undertaking to be done improperly. If the Commission cannot possibly make time to visit Berlin, the Government should depute one or two more Commissioners to visit, not only the capital of Waterloo county, but any and every other commercial centre where evidence as to the tariff ought to be taken, but where the regular investigators cannot go.

MANITOBA BUSINESS MEN.

A CONVENTION of business men of Manitoba and the Territories is to be held in Winnipeg on February 4th next. The Winnipeg Board of Trade has been interesting itself in the matter for some time, and at a meeting of the council of that body, held a few days ago, it was decided to call a convention for the date given.

Among the subjects likely to come up for discussion are: How best to do a cash business; how best to compete with the department stores; a cheaper means of collecting small debts than now prevails; how to prevent jobbers in the east from selling to consumers in the west; construction of the Crow's Nest Pass Railway; sale of bankrupt stocks; a lien law for grocery bills, as in some of the American states; compromises and extensions, deep waterways, railway rates, etc.

These were appointed a committee to make arrangements: Messrs. F. H. Mathewson, R. J. Whitla, J. H. Ashdown, Wm. Georgeson, D. W. Bole, R. T. Riley, F. W.

Thompson, Andrew Strang, J. Y. Griffin, J. T. Gordon, J. B. Somerset, D. S. Johnston, M. Bull, A. Carruthers and J. E. Steen.

HARDWARE AND METAL wishes the promoters success in their efforts. There is a crying need for such a convention as that proposed. Unbusiness-like methods and anomalous conditions have done a great deal to hinder the progress of one of the richest parts of the Dominion. Many of these can be removed by united action on the part of merchants of Manitoba and the Territories. It is to be hoped that the meeting in February next will be united.

Free silver may not be a dead issue yet, but *Better Times* threatens to kill it before long.

CANADIAN GOODS FOR KOOTENAY.

SOME time ago it was announced that arrangements had been made to establish a bonded warehouse in Spokane, Washington Territory. At present the extensive mining districts in British Columbia are not conveniently accessible to Canadian merchants and manufacturers excepting through the States.

Merchants in Spokane were doing quite a business with the new district, but they were handicapped by heavy duties on American manufactured goods. The matter was taken up, and the Government decided to establish bonded warehouses in that city. In this way Canadian goods can be shipped to Spokane, held in bond there until they are sold by Spokane merchants, and then shipped back into Canada free of duty.

The Spencer-Clark Co., importers, shipping and commission merchants, Spokane, write us that the authority has not yet been issued for the establishment of this warehouse, but they hope to hear favorably at any time. When it is in operation they expect to do a large business with Canadian manufacturers for the reshipment of the goods into British Columbia. At this time of the year trade is very quiet with the mining camps, due to the poor facilities for getting goods in, and this state of affairs will likely continue until spring opens, when the roads will be in better condition and other facilities improved.

THE NEW PRESIDENT.

A week ago the election of officers for the Dominion Commercial Travelers' Mutual Benefit Society was published. An error appeared in this report stating that the presidency had gone to Fred. Birks. This was a mistake. The president for the ensuing year is Fred. Hughes, of Caverhill, Hughes & Co.

NOVA SCOTIA TRAVELERS.

THE annual meeting of the Maritime Commercial Travelers' Association was held on Wednesday evening, 9th inst., at the Board of Trade rooms, Bedford row, Halifax.

The report of the directors was read as follows :

The president and directors in submitting their fifteenth annual report, are gratified to be able to announce a continued prosperity, both with regard to the membership of the association and its financial condition.

We have passed through another year without a death among our members, and consequently there have been no claims on our mortuary fund.

Accident indemnity claims, aggregating \$127.06, were made by seven members, and these claims were settled promptly by the Canada Accident Assurance Co.

The financial statement of the treasurer shows an increase in our funds for the year of \$2,144.63, and that our total resources now amount to \$14,529.19.

In March last a meeting of representatives of all the commercial travelers' associations in Canada was held in Montreal with the object of obtaining from the railway companies certain desired concessions and changes in their regulations. Your ex-

ecutive considered it expedient that the maritime association should be represented at this meeting, and the president and secretary were appointed delegates to it. A conference with the representatives of the railways was secured, which resulted in a fair measure of success for the claims made on behalf of the associations, and although the benefits obtained have but limited application within our territory the convention served to awaken esprit de corps and concentrate sentiment in favor of concerted action at all times for the promotion of the common interests of the association.

The railway officials are reported to be exercising their rights in requiring members to show their certificates more frequently than in past years, owing to the fact that travelers who are not members of the association have endeavored, with more or less success, to beat their way under our privileged rates. It is obviously as much in the interests of the associations as of the transportation companies that such abuses should be stopped, and members should not regard it as any hardship to comply with the rules of the railways.

In accordance with notice duly given, certain amendments to the bylaws have been proposed, and the executive recommend them to your favorable consideration.

Officers were elected for 1897 as follows :

President—G. A. Woodill, of Kenny & Co.

Vice-presidents for Nova Scotia—Thomas Douglas, W. L. Kane, Andrew Mackinlay and Fred. J. Ward.

Vice-presidents for New Brunswick—G. F. A. Anderson, F. W. Brock, A. R. Melrose and Wm. J. Robertson.

Directors—R. F. Merlin, F. W. Moore, F. J. Cragg, W. A. Emmerson, F. P. Hayden, Frank C. Simson.

Clerks who spend their time giggling will have a pretty hard time of it wriggling through this world.

THE IMPORTERS' AGENTS.

The hardware importers' agents had a lively meeting this week discussing the nature of the evidence they would submit to the Tariff Commission.

Among those present were Jas. Pyke, J. Taylor, of J. & H. Taylor ; — Holland, of Winn & Holland ; J. Crowdy, of Jas. Hut-ton & Co. ; — Jack, of Jack & Robertson ; C. J. Chisholm, W. M. Knowles, C. De Sola, — McCall, of Drummond, McCall & Co. ; H. Russell and T. L. Paton.

It was eventually decided that the agents who handled railway supplies, etc., should ask for a separate hearing from those who represented general heavy hardware and metals.

Merchants who ignore commercial travelers are paving for their competitors pathways to success.

Are you interested in the sale of Pistols ?



you that we do. Therefore, we want to send you our Art Catalogue of Firearms and to correspond with you as to dealers' terms, etc. Our address is

Iver Johnson's Arms and Cycle Works

Fitchburg, Mass., U.S.A.

IF SO, we wish to call your attention to the fact that our house manufactures more high-class Revolvers each year than any other establishment in America. We have been doing this for over 26 years, and our goods are known all over the world. We ought to know how to make good goods at honest prices by this time, and we assure

THE TARIFF ENQUIRY.

THE work of hearing the evidence of manufacturers, merchants and others in Montreal as to the tariff was begun by Hon. W. S. Fielding and Sir Richard Cartwright on Wednesday morning. Our report has reference only to such evidence as appertains to hardware and metal and allied trades.

Mr. J. Widmer Nelles represented the jute industry. His principal contention was that the duty on jute had been changed from 20 to 25 per cent. during the time that Sir Mackenzie Bowell was Minister of Customs, and that this change had been made unknown to the Minister.

THE CEMENT TRADE.

The deputation of the cement trade was next introduced, Mr. McNally being the spokesman. Mr. McNally stated that about 55 per cent. of the cement imported came from Belgium, 45 per cent. from England. Casks containing cement weighed 450 and 475 pounds; 282,000 casks had been imported in 1895. The present duty is 40c. per cask of 275 pounds. The present specific duty of 40c. per cask is equal to 53 per cent. ad valorem duty. This duty originated in March, 1886.

Owing to improvements in manufacture the sterling cost of cement had been reduced so that the duty now represented a sterling cost of 60 to 120 per cent. The present duty was abnormally high and unwarranted. A reduction would bring about a larger consumption, as the cement would largely replace lime in various works. Mr. McNally's suggestion was that the duty should remain specific as a maximum, and be no higher than that charged under the American tariff.

Previous to the McKinley tariff it had been 20 per cent. ad valorem. The conditions of this industry in the United States are analogous to those in Canada, except that the American manufacturers are in a position to handle a much larger quantity.

In reply to a question from Sir Richard Cartwright as to the number of cement factories in Canada, Mr. McNally said that since 1886 six works were started, four of which are now closed down. There are now three: one near Owen Sound, one at Deseronto and one at Longue Pointe. In 1894 there were three works in Ontario and 105 workmen employed; in 1895 there was an increase of 24 in the number of workmen employed, and the production was 28,100 casks, valued at \$53,000.

Sir R. Cartwright: "Do you not get your cement here practically in ballast?"

Mr. McNally: "No, sir. This is a general but mistaken impression. We pay

about 6s. per ton for freight, or about 1s. per cask; six casks equal the ton."

LEATHER BELTING.

The leather belting trade was represented by a delegation headed by Ald. G. W. Sadler, who stated that at the last tariff inquiry sitting in Montreal the duty had been reduced from 25 to 20 per cent. He now asked that it should be restored. The consumption in Canada was not very great, and the importation of belting into Canada had a detrimental effect on our trade. He did not see that there was any particular advantage gained at present, as belting was not like an article which was used by the masses.

Mr. Fielding: "How many establishments are there in Canada?"

Mr. Sadler: "Five; situated in Montreal, Danville, Stanbridge and Acton, Ont. The competition, which is a bona fide one, is very great. Belting is now very low priced to what it was some years ago. Duty bears very light on it now. There are no combination prices."

In answer to a question from Sir Richard, Mr. Sadler said that in his tannery he used \$100,000 in bark and hides. Fifty per cent. of the stuff went into belting, and the rest was worked in anywhere. He employed 25 men in his tannery and 30 here.

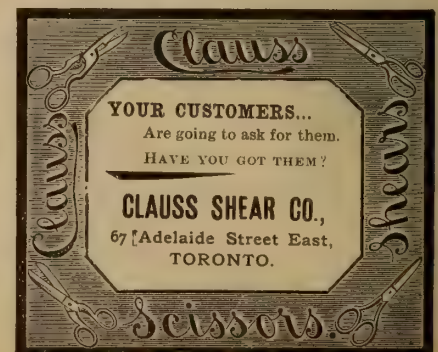
Mr. Michael McMullin, who next appeared, expressed himself in favor of the present tariff, and as being opposed to a specific duty on belting for the reason that it built up monopolies. Many poor manufacturers only needed a cheap class of belting.

HARDWARE AND METAL.

The deputation of hardware and metal was fully represented. Mr. Crathern, president of the association, was spokesman. He read the resolutions that had been passed at the November meeting of the association against the changes in the present tariff.

Mr. J. B. Learmont, of Caverhill & Learmont, was the first to speak. He said that what they wanted was that the tariff might be capable of being understood. The tariff as regards shelf hardware at the present was a bundle of mysteries, and was difficult of interpretation. What they asked for was that the duty on shelf hardware be clearly defined, so that a correct interpretation be put upon it. He would like to lay before them the difficulties with which they had to contend. The classification of shelf hardware seemed to be under three or four heads. For instance, manufactures of iron, 27½ per cent.; of steel, 27½; copper, 30; brass, 30; zinc, 25; tin, 25. These, however, were all under the heading n. e. s. The consequence was that builders' hardware

had to pay a duty of 32½ per cent., but there was no allusion to that. Builders' hardware was made up of iron, steel, brass and copper, yet they came under this heading of 32½ per cent. All tools had to pay a duty of 35 per cent. and they would naturally understand that tools were made up of iron, brass, copper and steel. To take cutlery as an instance; under cutlery there were a great many articles. This, too, was under n. e. s. A pocket knife paid 25 per cent., but there was a rider that table cutlery had to pay 32½ per cent. A butcher's knife, for instance, came in under the heading cutlery at 25 per cent., but his steel, which he uses in connection with his knife, has to pay a duty of 35 per cent. The butcher uses the knife as a tool, and under ordinary household requirements there are steels used which have to pay a duty of 35 per cent. The table cutlery has to pay a duty of 32½ per cent. and the table steel 35 per cent. Scissors are regarded as cutlery, and a duty of 25 per cent. is paid on them. Take a shears for instance, which are supposed to be scissors, but if a tailor uses them they are looked upon as a tool, and a tailor's shears have to pay a duty of 35 per cent., and for barbers' shears a barber has to pay 25 per cent. With the tailor it was a tool, but it was not a tool with the barber. On bread knives a duty of 32½ per cent. was charged, but if the knife happened to be plated it was 35 per cent. An oyster knife was at one time regarded as cutlery. In Sheffield, all these goods came under the heading cutlery, and in their estimation they thought that these goods should only be charged 25 per cent. The barber's clipper and horse clipper paid 35 per cent., as tools, but the barber's shears only paid 25 per cent. The barber's razor, which is as much a tool as the butcher's knife, only pays 25 per cent. Then as regards carvers. You may buy a case from 10s. up to 100s. The knife and fork pay 32½ under table cutlery, but if the blades are plated they must pay 35 per cent. The steel also which goes with the case must also pay 35 per cent. as a tool. The leather case which accompanies the knife pays a duty of 30 per cent. ad valorem, and an extra duty of 5 per cent.



specific duty for each case, so that in one case they have three rates of duty. Then there is a great difficulty in ascertaining the value of each. The same might apply to scissors in cases as to knife, fork and spoon in cases, a duty of 30 per cent. with 5 per cent. specific for the cases containing scissors, but if it is ordinary scissors 25 per cent. or if plated scissors, 35 per cent. Brass articles appear under the heading 30 per cent. Brass handles for doors are subject, according to that tariff, to 32½ per cent. The great difficulty arose through appraisers not understanding the hardware trade, and in some cases they are allowed in at 30 per cent. instead of 32½ per cent. Then again, a saw, which was a tool, pays a duty of 32½ per cent., but a hammer pays 35 per cent.

As regards the rates of duty at different points, I have in my hand a paper of December 8th which gives an account of a meeting of hardwaremen in London, Ont., and it states as follows: "Adzes and saws pay a duty of 25 per cent." In Montreal and other points we have got to pay a duty of 35 per cent. on adzes as a tool, and on saws of 32½ per cent. Here is quite a discrepancy, showing that, if this statement is correct, the tariff is differently interpreted between 25, 35 and 32½ per cent. Then there is another item: "Cotton twines pay a duty of 15 per cent." In Montreal the unfortunate merchants here have to pay a duty of 25 per cent. Cotton cordage of all kinds the tariff reads: "Cordage, not elsewhere specified, 1¾ c. a pound." I think, if the statement here is correct, that the rates of duty charged in London are different from the rates of duty charged in Montreal. Take iron spoons, which come under the heading of house furnishings' hardware. They were originally under that heading, and had to pay a duty according to the material with which they were made: Iron and steel spoons, 27½ per cent.; plated, 30; stamped tin spoons, 25, and electro-plated spoons, 30 per cent. The great difficulty was that the electro-plated spoon paid 30 while the plated bread knife paid 35. A mincing knife, which was not an article of cutlery, but which has to pay a duty according to the manufacture, pays a duty of 27½ c.

Mr. Learmont, speaking as to the duty on chains, said that a trace chain is charged a duty of 30 per cent. under sadlery or part of harness, but a cow and dog chain pays 27½ if made of iron, while if made of brass 30 per cent. A saw-handle pays 25 per cent. if manufactured of wood, but if you put a brass screw in it you immediately raise it to 32½, because it is part of a saw.

The items which he had mentioned were by way of illustration. They suggested that

"Everyone Speaks of their Good Appearance."

Our Agent in Simcoe, Mr. A. D. Ellis, writes us as follows:—

"As to the satisfaction the Sherwin-Williams Paints are giving, would say they are giving the best of satisfaction. I have had my house painted with it, and everyone who sees it speaks of its good appearance. The paint covers well and gives a good finish. My painters said they had never used such good ready-mixed paint. I look for a large sale of the goods as they become known.

"Yours respectfully,

"A. D. ELLIS."

The Walter H. Cottingham Co., Ltd.

... Manufacturers of ...

**The Sherwin-Williams Paints
MONTREAL**

there be fairer rates of duty for hardware and more uniformity be made. They could easily understand how difficult it was for hardwaremen to make up their rates of duty and pass their entry. They suggested that a list of shelf hardware, arranged alphabetically from A to Z, be prepared, and it should not be subject to disputes or discussions. It would greatly facilitate matters, and goods would not be admitted at one point less than at another. They also suggested that the rates be fixed for a term of years.

Sir Richard Cartwright suggested that Mr. Learmont supply them with a list of goods coming under shelf hardware, as it would be of great assistance to them. This Mr. Learmont promised to do.

Mr. Crathern, president of the Montreal Hardware and Metal Association, then read a lengthy statement giving his own particular views on the question.

"I have been actively engaged since 1854 as an importer of hardware and metal," he said, "and desire to state that although the National Policy has operated somewhat against my personal interests as an importer, I am thoroughly convinced that its development has been in the best interests of the

country at large. I am of opinion that the first National Policy tariff, as framed by the late Hon. Mr. Tilley, was better suited to the requirements of the country than the present tariff up to the time of the great changes in the iron duties as inaugurated by Sir Charles Tupper when Minister of Finance.

"My firm was one of the five largest importers of iron in the Dominion, which business has been almost entirely annihilated under the provisions of the present tariff, and these heavy duties, on such an important article of raw material to so many branches of manufactures, have without doubt operated against the full development of many industries in which iron is a very important part of their raw material; the almost total cessation has also been very detrimental to the shipping interest; while I am of opinion that every possible encouragement should be given to the development of the mining interests of the country, I think a system of bounties on the output of pig iron from native ore is best suited to the development of the mineral resources of the country, and this system of bounty might also with advantage be applied to manufactured bar and other iron when produced

entirely from native ore or from pig iron produced from the native ores of the country.

"The present duty on pig iron is, as you are aware, \$4.48 per gross ton. The present market price of No. 1 pig iron in Scotland being 50s. sterling per ton, or the duty value of about \$12, is equivalent to a tax of 37 1/3 per cent. Crowbar iron to-day is quoted in England at £5 15s, or value for duty \$28. The present duty is \$11.20 per gross ton, equal to 40 per cent. I am not aware that any of the bar iron at present manufactured in this country is made from native ore or native pig iron, but is entirely produced from scrap iron, the supply of which is largely imported from abroad. Therefore, this branch of the iron trade in its present form does not in any way contribute to the development of the internal resources of the country.

"It therefore appears to me that a duty of about \$4 per ton upon bar and all other manufactured iron might meet the requirements of the country and benefit the revenue. I am informed that a large quantity of American ore is imported into this country and profitably converted into pig iron under the present high rate of duty charged on imports of English and Scotch pig iron. A duty of \$2 per ton on imported pig iron would, I think, be better suited to the requirements of the country, the manufacture of pig iron from native ore being further encouraged under a system of bounties, as before stated.

"In regard to some staple and legal lines of manufactured goods, the present rates of duty are, in my opinion, open to revision, as the discrimination under a system of combinations adopted by manufacturers in this city is most detrimental to the merchant, store-keeper and the farmers in the province of Quebec. Barb wire, a staple commodity with the farmer in this province, is charged by the manufacturer on a basis of \$3 per one hundred pounds, while the same is sent from the factory here—freight, 24c. per hundred pounds, paid by the manufacturers—to Toronto and distributed from there at \$2.85 per hundred pounds, and to London—freight paid, 29c. per hundred pounds—and distributed from there at \$2.85 per hundred pounds. The western farmer, therefore, gets his wire from the Montreal manufacturers at 15c. per hundred pounds less than the Quebec farmer, and the manufacturer accepts from 39 to 45c. less from the western customer than he exacts from the storekeeper and farmer in the province of Quebec—a difference against this province of 13 to 14 per cent.

"Fence wire, of which many hundreds of tons are consumed annually, the base price about \$2.10, is distributed in the west at freight paid by the manufacturer here to destination up to 25c. per 100 pounds, the

maximum difference in return to the manufacturers here being equal from 50 to 55c. per 100 pounds, composed in freight to Toronto or London from factory here, and then freight allowed from these points to destination, or over 25 per cent less than that exacted from the province of Quebec consumer. Cut and wire nails are also sold by Montreal manufacturers (24c. freight paid to Toronto, and 29c. to London in addition to this freight from these points up to 25c. per keg allowed for delivery to destination, making the extreme difference allowed equal to from 49 to 52c. per keg), the Montreal manufacturer exacting from the province of Quebec consumer a base price of \$2.20, while he is willing to accept \$1.66 to \$1.71 from the western consumer.

"These figures also apply to wire nails except a difference of 7c. per keg, as the price to Ontario is 7c. a keg over the price charged to Quebec, but the freight allowances show a difference of about 25 per cent. less on these staple lines between the return to the manufacturer here from the western consumer and the price exacted from the Quebec consumer. The present duty on barb wire is 3/4 of a cent per pound, on cut nails 75c. per keg, and on wire nails \$1 a keg.

"It is also very desirable, I think, that the present tariff generally should be simplified as much as possible so that manufactured goods might all be placed under two or three rates of duty, say 25 per cent., 30 per cent. and 35 per cent. per cwt., without reference to the descriptions of the various materials of which similar articles may be made."

IRON FOUNDERS.

Mr. Davis represented the iron founders' industry, and read the following:

"Recognizing the desire of the Government to make some changes in the tariff, but with due regard to maintaining the required revenue, and believing that such will be done with due consideration for the best interests of the existing manufacturers, at a meeting of the iron founders held here on the 14th instant, representing the province generally, it was resolved unanimously to present the following as their views, impressing the fact that existing competition renders such manufacturing sufficiently difficult:

"First—That the present duty on pig iron of \$4 per net ton, be changed to \$2 per gross ton.

"Second—That cast iron scrap be placed on the free list.

"Third—That the tariff on manufactured articles, the product of cast iron, remain as at present."

TINWARE AND ENAMELLED WARE.

At 3 o'clock the Commission resumed,



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE
EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21 1/2 yards, 1012'68 feet per second.
"43" "872'72" " " "

Far in excess of any other Powder
Nitro or Black

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

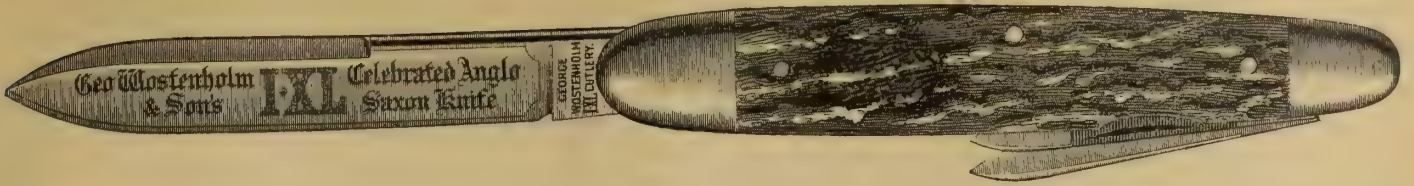
Sole Manufacturers THE SMOKELESS POWDER CO., LTD

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St
Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.



37 West Front Street,
TORONTO.

We thank our customers from
the ATLANTIC to the PACIFIC for
the **Liberal Patronage** extended
us during this year, and wish one
and all a...

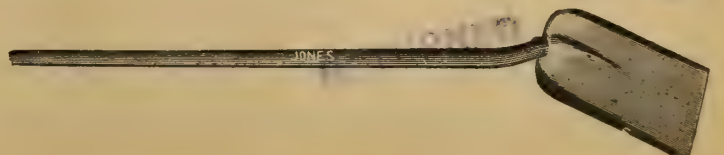
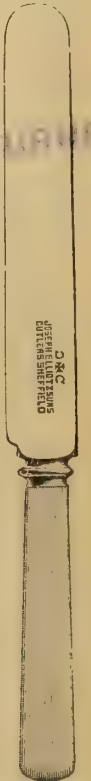
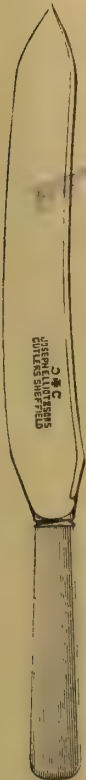
MERRY CHRISTMAS.



H. S. HOWLAND, SONS & CO.,

WHOLESALE
HARDWARE
MERCHANTS.

TORONTO.



and Mr. C. Davidson, of the Thos. Davidson Manufacturing Co., represented the enamelled and tinware industry. He read the following :

"We manufacture pieced and seamless tinware and enamelled ware, and some lines of sheet copper goods, and employ from 500 to 550 hands.

"We have a protection of 25 per cent. on tinware. Articles which go to make up tinware are highly protected. The percentage of cost of these articles is much greater than they seem at first glance. We pay duty on wire, rivets, brass cloth, pig lead, etc.

"To this may be added machinery oil, cotton waste, etc. Tin plate is dearer in the United States than in Canada, but if manufacturers re-export the manufactured goods they get a refund of 99 per cent. Freight to Montreal on raw material is 10 to 30 per cent., according to season, and in New York, Philadelphia, Boston or Baltimore 4s. 6d. to 7s. 6d., and the freight on finished articles from New York to points west of Montreal is about 27c. per 100 lbs. against 17 to 50c. from Montreal, and the freight stands in about the same proportion from Boston to Maritime Provinces. If the tariff was reduced we would have so much outside competition that we would be unable to carry on our business successfully, and would have to withdraw our travelers from the road.

"The duty on enameled ware is 35 per cent. We have been manufacturing this line for about three years. It was necessary to go into its manufacture, as it was taking the place of tinware. We have put in the most improved machinery, furnaces, etc., and the plant was necessarily expensive. We have found it hard up to the present time to keep the cost down low enough to have any margin of profit left, because prices are cut lower in Canada on enamelled ware than in any place we know of. There are two other manufacturers in Canada of enamelled ware, and we have read in the daily press that they have pointed out some of the causes of this. We have been told by the local agent of a German firm that their representative, who was in Montreal a short time ago, expressed himself as being much dissatisfied with prices here, saying they could get 25 per cent. better prices from other countries. We have ourselves made some fairly large sales at regular prices to merchants near New York border, and have since been told that these goods have been taken into the United States. So new an industry as this enamelled ware business could not survive under a less duty than we have at present. We pay duty on steel, wire, chemicals, etc. Quartz and feldspar, that are largely used

in the manufacture of this ware, will ultimately be Canadian products, and we understand that both articles are shipped in small quantities at present to the United States, where they are pulverized and sold for the manufacture of enamel ware, or the like. The freight on finished goods from Germany (our great competitor) costs less than the freights we have to pay on materials that go to make up the complete goods, and we pay our workmen higher wages than the Germans have to pay."

Mr. C. T. Williams, representing roofing felt and building papers, said that strawboard and straw sheathing are cheaper here than in the United States. The present duty on these goods hardly suffices to enable the Canadian manufacturer to receive a living profit, and any reduction would force him out of the business altogether. He asked that the present specific duty of 30c. per 100 pounds on strawboard and straw sheathing be retained, that all other building papers be placed on the same rating as tarred felt, viz., 25 per cent.; that coal tar and coal tar pitch remain on the free list as at present.

NOVA SCOTIA COAL.

THE coal trade up the St. Lawrence ended for this year last week. There has been a larger shipment this year than in the previous years. Montreal, Sorel, Quebec and Three Rivers were the receiving points for coal, and the General Mining Association, the Dominion Coal Co., the Cape Breton or Burchell Co. and Pictou were the points from which the coal was sent. In 1895 the General Mining Association shipped to the four St. Lawrence ports just mentioned 115,432 tons and during the past season 119,035 tons; the Dominion Coal Co., 454,513 tons in 1895 and 547,773 tons in 1886; the Cape Breton or Burchell mine, 6,080 tons this year, but none in 1895; while from Pictou 66,571 tons were shipped in 1895 and 33,569 in 1896. This shows a grand total of Cape Breton and Pictou coal to the St. Lawrence during the past season of 706,457 tons, or an increase over the figures of 1895 of 69,938 tons. Pursuing the comparison a little further, 598,733 tons arrived in Montreal during the present year, against 554,925 tons in 1895, or an increase for 1896 of 43,808 tons. The increase at Quebec was also very considerable. This splendid branch of inter-provincial Canadian trade has grown from 120,000 tons in 1874 to nearly three-quarters of a million tons in 1896, as a result of the protection given this industry. While our own coal trade shows a constant development, the imports to the St. Lawrence by water of Scotch, English, Welsh and American coal reached 88,429

tons in 1895, and 86,367 tons in 1896, and in this coal there was a falling off in Montreal from 1895 to 1896 of 12,343 tons, yet, on account of the heavy importation for the Allan mail boats at Quebec, there was an increase at that port of 10,281 tons.—North Sydney, C.B.

IMPORTS OF IRON AND STEEL IN NEW ZEALAND.

The appended statement shows the imports of iron and steel into New Zealand last year :

| | 1,000's omitted— | | | |
|--|------------------|-------|-------|---------|
| | 1895 | 1894 | 1893 | 1892 |
| Metals and manufactures of metals..... | 795.0 | 844.8 | 918.9 | 1,031.1 |
| Railway iron and material..... | 47.0 | 42.8 | 54.9 | 37.4 |
| Telegraph material..... | 14.7 | 6.4 | 6.9 | 10.9 |
| Totals..... | 856.7 | 894.0 | 980.7 | 1,079.4 |

There was, therefore, a continuous drop from 1892 to 1895, amounting in the aggregate to £223,000, or about 20 per cent. The statistics are certainly disappointing, especially as a similar or even heavier fall took place in nearly all other classes of imports.—Storekeeper, Sydney.

MULES AND ELECTRICITY.

At Santa Barbara there was a characteristic celebration of the opening of an electric street railway as a substitute for the mule power concern that had long provided transportation for the public, says a contemporary. One of the "features" of the show was a flat car on which stood two resigned-looking mules garlanded with roses and bearing the legend: "We have served you faithfully. This is our last trip." At a certain stage in the journey the electric current was cut off by some mishap and the mules had to be drafted into service again to drag the cars home. Fancy the contemptuous chuckles of those patient mules over the ignominious breakdown of the new-fangled motor! For a few hours they must have reveled in the proud attitude of Ajax defying the lightning.

The bank of British Columbia have opened a branch at Sandon.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Carriage and
Bicycle Makers'

Japan Coach Colors

MASURY'S. JOHNSTON'S (Bull Dog) CANADA PAINT CO.'S.
Also STANDARD VARNISHES.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

— TORONTO

AMERICAN PIG IRON TO ENGLAND.

THE shipments of American pig iron which have been recently coming over here have given rise to exaggerated reports as to the possibilities of American makers competing with British brands, one of the large American iron companies being represented as having now broken its way into the world's markets, and being in a position to compete with the Glasgow makers anywhere. Statements such as the above are absolutely contradicted by the experience of the American Iron Co.'s own representatives, who have visited this country with the object of opening up a market for pig iron here, but have had to acknowledge that they could not face the prices that were offered by English buyers. This experience has been most emphatically confirmed by one of the largest iron companies in the States, who, hearing that some sales of American iron had been made in English markets, were confident they could also capture the English trade. A comparison of prices has, however, led to the conviction that the competition of American pig iron on anything like a wholesale scale in English markets is an utter impossibility, as the prices offered for delivery here are considerably below what the American makers are at present getting for the same brand of

iron on trucks at their own works. Whilst, however, the exportation of American pig iron into this country on anything like a large scale is altogether out of the question, there is still the fact that American pig iron has been shipped over here, and is still likely to come on a limited scale. This exportation of American pig iron is, however, possible only under certain conditions. It could only be sent over, on a commercial basis, to this country at a nominal freight as bottom weight in cotton-ships, and which would necessarily be restricted to comparatively small quantities. Any freightage of pig iron just now available in this way has already been secured by the makers of one brand of high-class iron, and full loads could only be obtained at a freightage which would be absolutely prohibitive for sending American iron to this country. Had the depression in the American iron trade continued on the scale which prevailed for the six months or so prior to the recent presidential election, it is not improbable considerable shipments of pig iron to this country might have been made, but the competition of American pig iron in this country must in any case be confined to the best makes to compete against the higher grade Scotch brands, and, with prices now steadily moving upwards in Am-

erica, there will necessarily be less inducement to seek an outlet for iron in this country at prices which would enable it to compete with English brands.—Ironmonger.

A BUSINESS-LIKE YOUNG LADY.

I met with an amusing instance of business-like aplomb on the part of a young lady cyclist whilst ruralising the other day in the "Garden of England," writes "Vulcan" in Ironmonger. A youth who was doing a tour on wheels had the misfortune to smash his machine rather badly as he was approaching the small town where I was staying. Not knowing what the resources of the place might be in the way of repair shops, the swain was rather moodily contemplating his plight when he was espied by another wheelman, who directed him to the shop of a smith accustomed to such jobs. Hardly had the dismounted tourist started off in the direction indicated when he was overtaken by a smart young "pedaleuse," who, after sympathetically condoling with him, delicately hinted that her papa repaired cycles. The young lady's mount being an exceptionally smart one, the stranger concluded that it would be quite safe to act on the suggestion, and "papa" accordingly got the job. After this, need anyone of us be in doubt as to what to do with our daughters?

NEW ARRIVALS.

CHRISTMAS GOODS.

Cutlery—Pens, Pockets, Tables and Carvers from Joseph Rodgers & Sons, John Askham & Son, Geo. Butler & Co., H. Boker, etc. Razors—Leading German and English makers.

SKATES—Several thousand pairs just opened out. Write for our special catalogue on Silverware. Beautiful novelties. Special value. Just the thing for Christmas trade.

BOWMAN, KENNEDY & CO. Wholesale Hardware Merchants, London, Ont.

TRAVELING SALESMEN.*

THE material comforts of the earth on which we live radiate from one centre, that of commerce. Destroy the commerce of the world and you destroy its civilization and relegate it to the primitive condition of hopeless barbarism.

At the earliest dawn of civilization, so far as any records tell, the inhabitants of Egypt and Assyria were sending out and receiving back the products of the Orient. Water craft upon the Nile and the Euphrates were laden with the products of the earth and manufactures of various kinds. Buyers were abroad in the land, near and far, building up and increasing commerce. Custom houses were busy at various points collecting tariff dues. Long trains of camels and other burden brutes were crossing deserts, threading valleys and mountain passes, intent in a small way on gathering and distributing the products of field and forest and the shop of the workers in such metals as were then known. Sea-going vessels went abroad, hugging the shores of contiguous waters. In these the Egyptian and Phœnician merchants were trading at initial ports or trading points for long and short distances on the margins of what are now known as Asia, Africa and Europe; extending their trade beyond the western Mediterranean limit and the western coast of Europe to the tin mines of the Cornishman.

To facilitate trade by land and water, trading posts and crude port cities were built on the coasts and along the rivers. Vast inland canals were constructed. Coarse and fine metals were sought for in deep mines, copper in Cyprus, tin ore in Britain, iron in Etrusca, precious stones, woods and gums on Asian coasts. Trade increased during the centuries, cities were built, harbors improved, commodities scattered, and by contact through commerce with civilized peoples who came to them trading and interchanging commodities, their barbarism merged slowly but surely into the ways of civilization. Artisans in civilized wares became more numerous, gradually the trading points became more frequent and important, the half wild peoples of the forest and mountains were strangely attracted by the commercial adventurers, and so it came about in more ways than one that the original traders became the civilizers and educators among the primeval heathen, before the days of Moses or Joseph. Under the influence of these early adventurers in trade, the forests were felled, wild beasts were slain, roads were thrown up, and rivers were bridged; tent life gradually gave way to the hut, the nomad to the fixed settler and tiller of the soil; civilization was

invoked in the midst of the wilderness. Back, far back, in the uncouth ages, the commercial traveler began his arduous work. In his small rude boat he hugged the wild shores, beating up trade. No money had he, for none had been coined; but he had coarse fabrics and trinkets to barter for crude stuff, for peltries, for gums, and for now and then bits of suggestive metals, and once in a while for attractive slaves. At the risk of his life he ventured afar and sought trade. He was the avant courier of the present day's vast commerce. After him, in the process of time, came greater ships and longer and more frequent caravans; great houses and firms sprang into life, concerns that sent out traveling men sent out their agents to seek for commodities with which to load the ships and caravans. In like interest they wandered more or less from point to point, from hut to hut, from port to port, trafficking, and preparing for traffic and shipment, slowly but surely educating the wild world in matters of useful interchange of the products of the times, laying the first foundation stones of the commerce which now is ours.

Commerce built the cities and the roads. Oftentimes in the world's history has commerce destroyed them. Commerce sent the ships to sea and kept them there, provided means for setting up the great and little schools, for the erection of great enterprises and edifices, both Pagan and Christian. Through the labors of our class in other days and ages, laws were framed and courts established in all the earth; and so, step by step, from first to last, has it pushed the world along, conquering darkness and making it possible for light to shine. Its ships plow every sea; its iron rails mark every land. Behind every useful enterprise the world has ever known the sturdy merchant and the traveling man stand. They were among the first in history, and they have never lost their grip. Great is the world's progress, and the men of commerce are at the bottom of it.

The commercial traveler is no new thing. He began with the beginning. He was a peddler, bagman, chapman; wandered in boats, afoot, on horseback, or on wheels; sold goods for himself, or for others. He found trade, extended it, planted more and more, nursed it, brought into it thrift. He is more numerous now than in the far off days, but his instincts are much the same. If his energies are increased, it is only because of his greater facilities. Let us now proceed to look into him and his affairs more closely in the light of the present hour. The commerce of all civilized countries depends largely upon the traveling salesman, or on personal solicitation; especially is this true of trade in iron and its products—the

trade that you, as members of the National Hardware Association, represent. How, then, can traveling hardwaremen best subserve their personal interests and the interests of their employers—whether engaged on a fixed salary or on a profit-sharing basis—is the subject of discussion about to take place before this convention, and is the object of this paper.

That there will be as many opinions as there are persons on this floor, admits of little doubt. If successful in suggesting some thought worthy of your careful consideration, the discussion of which brings you into closer relationship with each other, produces more harmony, brings about better feeling, with more consideration for the gentlemen who represent you as traveling salesmen; if the well-known fact is emphasized that your interests are mutual, that the interest of your salesmen should become so also, that each are dependent upon the other; if the result of this discussion about to follow places you upon a higher plane of business honor and integrity, and if you all become more impressed with the priceless value of the golden rule, given so long ago, which has never yet failed, and upon which all successful and enduring business enterprises have been built, the time will have been profitably spent, and you will go from here with more confidence in each other and have more consideration for those who bear heavy burdens in your behalf, and you may be assured of more profitable returns for your labors and for the use of capital that you have invested in your chosen occupation.

There should be perfect and absolute confidence in the men that are entrusted with the very life of your business. Without this they cannot succeed. If you doubt their ability or their integrity do not send them out. It is unfair to them and unjust to yourselves.

Give them the information that you possess as to the cost and quality of goods, expense of doing business and probabilities of future fluctuations in the markets. Allow them all the discretion in selecting customers, making prices and terms that you would use if you were in their place upon the road, personally confronting customers. Assist in selecting their routes, furnish them with names of reliable firms most likely to become desirable customers, and when acquaintances are made and trade established permit them to visit each customer at regular intervals—the oftener the better. Write personal complimentary letters of encouragement as often as circumstances will justify, and if criticism becomes necessary preface it with, "I may be and I hope I am mistaken, but it seems," etc.

Under ordinary circumstances it is better

* Paper read by Col. Nutting at the annual meeting of the National Hardware Association held in Philadelphia.

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

We are NOW READY TO TALK PRICES AND MAKE CONTRACTS for

“The Celebrated Cavalier Bicycle”

AND

“The Pelham”

Made by

Manufactured by The National Sewing Machine Co., Belvidere, Ill.

A. D. Meiselbach, Milwaukee, Wis.

CAVERHILL, LEARMONT & CO.

Sole Agents for Canada

MONTREAL

Skates - - -

Genuine and German Acme,
Starr and German Hockey.

Sleigh Bells

Body and Back Strap,
Shaft Gongs, Team Bells, etc.

Cutlery - -

Carvers in Sets and Cases,
Scissors in Cases.

ORDERS SOLICITED.

PROMPT SHIPMENTS GUARANTEED.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

not to burden your salesman with collections. He should appear before his customer with all the advantage of favorable circumstances and not be compelled to make settlements, demand payments, inquire as to financial conditions, or in any way be hampered. They are salesmen, and, if they are to secure the best results, should not be burdened with anything beyond the usual difficult task of securing the order desired.

As to their expense accounts, realizing that they are away much of the time from home and its comforts, the associations of their families and friends, deprived of needed rest and wholesome food, suffering from inclement weather, imperfectly ventilated rooms, and all the ills that flesh is heir to, no hotel should be too good for their use, no car seat too comfortable for them to occupy, no carriage too easy for their comfort. Would that all conditions pertaining to their personal welfare and convenience were improved. That they are paying just as much for railroad tickets, omnibus fares, sleeping car accommodations, hotel bills and incidentals as they did 20 years ago, when the profits on their sales were much greater than now, is not their fault, and they are making an effort through their protective associations to modify prices to conform in some degree to the present condition of small sales and close margins. And right here it is only fair to them to admit that in most small villages and towns they are compelled to pay double the price for meals and lodging that any and all other classes of patrons are expected to pay for the same entertainment that they receive.

How, then, can traveling hardware salesmen give best results? There are several classes of hardware salesmen, but for our purpose a division in three classes will suffice:

1. The travelers who call upon you, the leading jobbers of hardware in this country.
2. The salesmen that you employ.
3. The specialty men who visit any and all classes of trade.

As to the first, the answer is easy: They can give best results by receiving large orders at long prices from your own good selves.

As to the people you employ, they can give you best results by keeping thoroughly posted on the condition of your stock, knowing exactly what you have to sell, just what the goods have cost, the general expense of doing business, to which they can add their salary or commission and their average daily expenses. By doing these things they can easily estimate each night just what results they have given you.

By frankness and veracity securing the

confidence and esteem of their—your—customers.

By being made to feel that they each represent the very best house of all, that they carry a complete assortment of goods, especially adapted to the trade they visit, of excellent quality, and that their prices are conservative and reasonable.

By not thinking that competing salesmen have lower prices or trying to prove that they have by the unmercantile method of examining their invoices.

By not making prices on a bill that has already been sold.

By not asking customers to cancel an order that has already been placed.

By not stuffing orders.

By not overstocking their customers.

By not inducing them to buy against their will by representing that goods will advance.

Country merchants should never be encouraged to speculate.

By fair consideration and honorable treatment of competitors. Sharp practices will not win in the long run. An undue advantage may secure one order, but the party injured will surely get even with interest, for chickens always come home to roost.

By carefully observing the ever-changing wants of the trade, the retail dealer is in constant touch with the wants of the community with which he does business and usually knows better, and in advance of the buyer for the wholesale house, what is wanted in his locality. For this reason the travelers should write freely and frequently, daily if necessary, to the house of any knowledge they gather with regard to new articles desired, or of the probabilities of less demand for goods that have usually been wanted, on account of changes in sentiments or climatic conditions.

By not accepting orders for goods not kept in stock, except the customer fully understands that they are to be bought in the market second handed, and is willing to pay accordingly and to receive them as an accommodation.

In short, by being courteous, upright and gentlemanly; possessing full knowledge of the requirements necessary to a successful prosecution of the business entrusted to their care.

If it is true that good husbands make good wives, it is just as true that good employers make good employes, and right here let it be fully understood that neither have a mortgage on the possession of goodness—that all the good people are not to be found in either position. There is no class of people that is entitled to, or possess more, respect and confidence of the people than the traveling salesman, not excepting the professions, public officials or statesmen.

A hardware traveling salesman, in the

goods he sells, has constantly before him object lessons that tend to improve his character, broaden his views, polish his manners and intensify his observation. His capability of endurance comes from the hard wear he experiences on the road. The plumb suggests uprightness in all dealings, the level that he must not feel above his work, or permit his self-respect to drop below the plane represented by it. The square directs him along straight lines, and he is reminded that he should be to his family, his employer, and, above all, to himself, as true as steel. The sharpest blade is most useful, but when its edge is misdirected becomes harmful and dangerous. The brightest character, like the highest polished metal, is most easily tarnished. The anvil reminds him of that which bears the hardest blow without shrinking; skates admonish him that he must avoid thin ice of every description, especially in his judgment of credits; scales that every business should be well weighed before it is uttered—that, as the longest rope has an end, so will his days of travel terminate, and it should be a constant reminder to lay something up for a rainy day, after he has made his last trip. The auger suggests to him that it is possible by our persistent effort, at times when ambition and enthusiasm get the better of good judgment in the anxiety of obtaining a lucrative order, that he may become a bore, lose the coveted contract, and when it is too late realize that there are times when speech is silver and silence is golden. Gauged by public opinion, measured by accurate rules, chiseled by days of adversity and discouragement, smoothed by the plane of personal contact with the people of the world, as well as with customers polished by the emery of competition, it is no wonder that at length he stands forth in the light of the day a manly man—strong as agate or granite, pliable as rubber, smooth as oil and as sharp as a tack.

He never rests, scarcely ever stops to sleep;
He talks by day, by night he rides or sleeps;
Thus onward, up the hill of commerce climbs
From steep to steep, unto its very heights.

A LAZY MAN'S FISHING ROD.

A Chicago genius was recently granted a patent on an automatic fishing rod. This great labor-saving device, according to New Ideas, consists of a rod and holder cocked and poised upon a strong spring. In this position it may be left upon the shore by itself after the owner has baited the hook and cast it into the water. When a fish seizes the bait the tug it gives the line opens the trigger, and the fish is jerked ashore and landed high and dry by the uncoiling of the spring. This invention at once removes fishing from the list of laborious occupations, and makes it nothing but a pastime. The angler of the future will cease to be reckoned among the goodly company of sportsmen.



Established 1860.

Incorporated 1895.

TRAYS

Lithographed, round and oval, black and fancy colors, all sizes, new designs.

PRICES ON APPLICATION.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

CULL HORSE NAILS

Editor **HARDWARE AND METAL**,—The writer's attention has been drawn to an article in your issue of December 12 under the heading of "Cull Horse Nails," and we beg to say that as far as this company is concerned, we have not offered or sold any cull horse nails during 1895 or 1896 up to date, and our reason for writing you is that there should be no misapprehension in regard to the position that this company occupies in so far as disturbing trade with these nails.

Yours truly,

THE MONTREAL ROLLING MILLS CO.,
Per WM. McMASTER,
Managing Director.

SERIOUS FOR IMPORTERS.

The railway companies and steamship lines have evidently entered into a strong combination, as we have seen bills of lading within the past week for shipment via Boston and Halifax at such rates as will almost completely preclude importations from Atlantic ports, more particularly heavy goods, during the winter season of navigation.

All regular lines are affected by this, but plate and window glass seem to have been specially punished, as on these articles the rates have been fully doubled, and this will necessarily mean a very considerable advance in the cost to the importers. Dealers

may anticipate paying higher prices for all their requirements for the next four or five months, and in paints and oils this feature must necessarily be a very pronounced one. The matter is a serious one for importers.

A CHURN ASSOCIATION.

An association has been formed by the churn manufacturers of the country, and, as a result, prices have advanced 20 to 25 per cent.

For a long time the keenness of competition among the churn manufacturers has been very great, with the result that prices were reduced to below a living profit, and causing several factories to close down rather than do business at a loss.

The results of this condition of prices drove some of the makers to devise ways and means of organizing an association. Their efforts have been so far successful, as every factory now in operation has become a member, while those factories which closed down have either been purchased or come under the control of the organization.

HARDWARE AND METAL understands that the association is a strong one. Hence the maintenance of the advanced prices is looked for by the trade.

The discounts are now 65 and 5 per cent. f.o.b. factory, or 65 per cent. from stock. Terms, three months cash thirty days.

BICYCLES FOR HARDWAREMEN.

HARDWARE merchants throughout the country interested in the bicycle business would do well to examine the "Cavalier" bicycle, manufactured by the National Sewing Machine Co., of Belvidere, Ill., and also the "Pelham," manufactured by the A. D. Meiselbach Manufacturing Co., of Milwaukee, Wis. The "Cavalier" is made in three sizes each, of the ladies' and gentlemen's models, and two styles of tandems. The wheels will be finished in maroon, decorated enamel or striped black enamel. These wheels are the highest grade they manufacture, and the makers have spared neither pains nor expense to turn out a perfect article. The improvements over the '96 model are: Double crown, two-piece cranks, axle and sprocket, new head adjustment, new chain and new chain adjustment. All ball bearings retained and made dust-proof by felt washers. The Dunlop tires are on all "Cavaliers."

As regards the "Pelham" it is a medium-priced wheel, but good value. It is a strong, serviceable roadster and is also made in three sizes each of the ladies' and men's models, and made of Smith's famous lock joint tubing and finished in black only. Both these wheels are fully guaranteed.

The above firms are represented in Canada by Messrs. Caverhill, Learmont & Co., whose representatives on the road will carry sample wheels and give further information.

We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 18, 1896.

HARDWARE.

THE trade in general hardware this week has been rather lighter than usual with the approach of the holidays, and many of the houses are engaged in taking stock. Wire remains dull except in the case of a few lots of tinned and coppered. Wire nails fail to show any life, while the decline in cut nails has not resulted in any improvement in the demand this week. Horse nails and horseshoes have furnished some business, but the orders are small. Screws, brass and copper wire, carriage bolts and rivets continue dull. Sorting orders for case lots of carvers and similar cutlery have been noticeable, while guns, rifles and ammunition have contributed some movement. Tools were quiet outside of a few orders for axes, and the brisk demand for skates continues.

FENCE WIRE—Business continues dull. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc.

PLAIN WIRE—A few lots of tinner's and coppered are asked for. Discounts on coppered iron and coppered spring are 20 per cent. f.o.b. Montreal.

BARBED WIRE—Without improvement. We quote as follows: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Demand continues dull. Discounts are: 75, 10 and 2½ f.o.b. in this province, 75 and 10 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

CUT NAILS—The radical decline has not led to much increase in the demand. The base price now is \$2.30 per keg f.o.b. Montreal, with the rebates allowed to the jobbing trade reduced one-half.

HORSE NAILS—There has been a moderate enquiry for horse nails. Discount remains at 50 per cent.

HORSESHOES—Orders are for small lots. We quote f.o.b. Montreal: Iron shoes, \$3.50; steel shoes, XL 304, \$4.50;

ditto 0 and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—As last reported.

SCREWS—There is a very moderate call for these. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Continues quiet. Discounts are 10 to 12½ per cent.

CARRIAGE BOLTS—Very little trade moving, with discounts the same, at 60 per cent.

TIRE BOLTS—Quiet and unchanged at 65 and 10 per cent. discount.

IRON RIVETS, ETC.—There is little business to note. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER AND TINNED RIVETS—Business is fair in copper rivets for small lots of goods. Discounts are 50 and 10 on copper, and 65 and 5 on tinned rivets.

ROPE—There is no activity in this line. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CUTLERY—Sorting orders for cutlery, such as case goods and carvers, are the chief feature of the demand.

SPORTING GOODS—Guns, rifles and ammunition have received a fair degree of attention in the matter of letter orders.

CHURNS—Steady and unchanged at 70 per cent discount from stock.

CLOTHES WRINGERS—Dull, but steady on the basis of \$26.50.

TOOLS—Snow shovels are asked for in a small way. Other lines are quiet.

AXES—There have been fair orders for axes this week at a range of \$5 to \$9 as to brand, etc.

BUILDING PAPER—Some enquiry is noted, but of a moderate character. We quote: Plain building, 30c.; tarred lining, 40c.; and do. roofing, \$1.40 to \$1.50.

SKATES—A brisk demand is maintained for skates, especially for all descriptions of hockey skates.

WARE—There have been a few moderate orders for granite and tinware.

BELTING—Quiet at 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—Quiet and steady. We quote: English, \$2.05 to \$2.15, and Belgian, \$1.90 to \$2.

FIREBRICKS—Dull and steady at \$17.50 to \$22.50 per 1,000, as to brand.

METALS

Business in heavy material exhibits no striking change. Values generally are steady to firm on all staple lines.

PIG IRON—Very little doing in pig iron. We quote as follows: Hamilton, \$18.25 to \$18.50 for No. 1, and \$17.25 to \$17.50 for No. 2; Ferrona, \$17 to \$17.50; Siemens, \$17 to \$17.50; Summerlee, \$20; Carron,

TURKEY TIME IS NOW AT HAND...

The most modern way of cooking them is in a



Covered Roasting Pan

SELF-BASTING, AND RETAINS THE FLAVOR OF THE FOWL.

| Three Sizes, Nos. | 2 | 3 | 4 |
|-------------------|---------|-----------|-----------|
| Dimensions, | 9 x 14½ | 10½ x 15½ | 12½ x 17½ |
| List Price, | \$0.80 | \$1.00 | \$1.20 |

A SAMPLE ORDER IS SURE TO SELL OTHERS.

WISHING ALL OUR PATRONS A

MERRY CHRISTMAS and PROSPEROUS NEW YEAR

The McClary Mfg. Co.,

LONDON

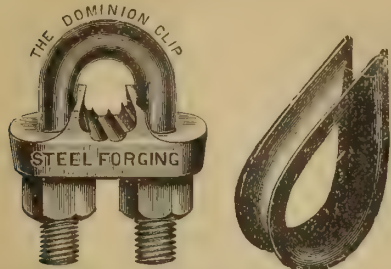
TORONTO

MONTREAL

WINNIPEG

VANCOUVER

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 S. James Street

Send for 1896 Catalogue

MONTREAL

The "C" Brand

The signature to a note gives its value; and the "C" brand, with our name on a box of nails, means to the purchaser that he will get full value for his money. It is the guarantee of a Company who have been manufacturing horse nails in Canada for thirty-one years. Ask for, and insist on being supplied with, the old reliable "C" brand.

CANADA HORSE NAIL CO.

Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated
FRENCHFactories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

\$20; No. 1 Ayrshire, \$19; Eglinton \$18, and Carnbro', \$18.

BAR IRON—There is very little doing in bar iron, while prices rule unchanged at \$1.45 to \$1.55.

BAND IRON—Trade moderate at \$1.75 for domestic.

HOOP IRON—Only a few small lots moving on the basis of \$2.25.

SHEET STEEL—A moderate jobbing call is noted, while prices are steady at \$2.60 to \$2.70, as to grade.

SHEET IRON—A few fair jobbing orders are noted. Prices are firmly held on the basis of \$2.50.

GALVANIZED IRON—Stocks are still in small compass, though there have been some arrivals lately. The inside price is now firmly held at \$4.75.

TINNED IRON—Quiet but steady, with the basis ranging from \$5.75 to \$6.

LEAD PIPE—Only a quiet trade doing. Prices are steady at 7 to 7½c., with 30 and 5 off.

SOIL PIPE—The same as last reported, at 60 and 5 per cent. discount.

PIG LEAD—A few moderate-sized lots have been moving at \$3.25 to \$3.35.

INGOT TIN—Very little doing, with prices steady at 15 to 16c.

INGOT COPPER—Prices steady at .13c. with business quiet.

SHEET COPPER—There is very little doing in this line. Prices are as last noted at 17c.

IRON PIPE—Some fair sized lots, both of galvanized and black, have been moving on city account. Discounts are . ¾ to ½ inch, 65 per cent.; ¾ to 1 inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—The firm feeling in these is fully maintained, and orders for small lots keep coming in. Prices are firm with an upward tendency at \$2.55 to \$2.65.

TIN PLATES—Orders for western could not be filled this week, and stocks generally need replenishing. We quote: Coke, I.C., \$3 to \$3.25; coke wasters, \$2.70 to \$2.80; charcoal, I. C., Alloway. \$3.25; do, I.X., \$3.80 to \$4.00; P. D. Crown, I.C., \$3.75; do, I.X., \$4.50.

TERNE PLATES—Dull, but firmly held, at \$5.85 to \$6.25., as to grade.

BOILER PLATE—No change, prices ruling steady at \$1.85 to \$1.90.

COIL CHAIN—Without activity, and prices unchanged.

SOLDER—Remains as last quoted at 11½ to 12c.

SHEET ZINC—The feeling is firm while demand is only fair at \$5 to \$5.25.

W. G. HARRIS

Wholesale Buyer

.. of ..

SCRAP

BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference :

Imperial Bank; Toronto.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.MEAKINS & CO. 213 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton.A Good Varnish
Trade Pays. . .

The only way to get it is to handle Varnish you can be sure of every time—a Varnish that is the same, whether you buy it in Summer, Winter, Fall or Spring. The trouble with most Varnishes is not so much that they are not good, but they are not **ALWAYS** good—they lack uniformity.

Once you get a Varnish from us that suits, you can always depend upon getting the exact same article when you order again.

The Cottingham Varnish Co.

LIMITED

Mfrs. Pratt & Lambert Varnishes

Montreal.

SPELTER—Silesian is held at \$4.50 and Ville Montagne at \$4.75.

ANTIMONY—Dull, at 10c.

GLASS.

The glass market is quiet and unchanged. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

PAINTS AND OILS.

The only feature in paints and oils has been a decline in linseed oil of 1c. Other lines are featureless.

WHITE LEAD—Dull and unchanged. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Quiet at: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Without alteration.

LINSEED OIL—No activity, while prices have declined 1c. We quote: Raw, 47c., and boiled, 50c. net 30 days; 5 and 10 barrel lots 1c. per gal. less.

TURPENTINE—Quiet at 44c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—Without change at 52½c.

CASTOR OIL—Unchanged at 9½ to 10c.

PUTTY—Selling steady in bulk at \$1.85.

NAVAL STORES—As last reported. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Business continues slow in heavy chemicals. Values generally are unchanged. We quote as follows: Bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do. 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.75 to \$2.25; do. roll, \$1.75 to \$2.25; sulphate of copper, \$4.25 to \$4.50; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.25 to \$1.50; chip logwood, \$2 to \$2.50.

HIDES.

The hide market is unchanged at last week's decline: 7, 6 and 5c. for beef hides, 75c. for lambskins and 4 to 6c. for calf-skins.

PETROLEUM.

Business in petroleum rules quiet. We quote: Canadian refined, in car lots, 15c.; smaller quantities, 16c.; American pure white, in car lots, 17½c.; water white, 19½c., and Astral, 21c., less 2 per cent.

In small lots pure white is quoted at 18½c.; water white at 20c. and Astral at 22c.

ASHES.

The ashes market is easier under increased receipts. We quote: First pots, \$3.40; seconds, \$3.05, and pearls, \$4.45 per 100 lbs.

COAL.

Dull. We quote: Stove and chestnut, \$6; egg, \$5.75; Scotch grate, \$6; Scotch steam, \$4 to \$4.50, and Lower Port steam, \$3.75 to \$4.

MONTREAL NOTES.

The Montreal Roofing Co. are having great success with the Cone rotary ventilator, for churches, schools, halls, and factories. This ventilator is in use throughout the Dominion and made in several different sizes. Parties in need of such an article should write for prices.

Of late the Montreal clubs are using greatly the X Race King and Henry Boker's special racer for hockey playing. While these skates are not intended for such rough work, nevertheless owing to their lightness and quality they have become at once the favorites for hockey players.

ONTARIO MARKETS.

TORONTO, Dec. 18, 1896.

HARDWARE.

BUSINESS is much about the same as it was a week ago, although a number of large orders for general assortments have been received. All orders now being received call for prompt shipment, "showing," said one wholesaler, "that the retailers anticipate a good Christmas trade. The demand is principally for sleigh bells, skates, snow shovels, meat cutters, lard presses. At the same time there is a nice demand for case cutlery. In the way of prices the only important change is an advance of 20 to 25 per cent. in the price of churns.

ORDINARY FENCE WIRE—Quiet and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—An increased demand is to be noted for coppered iron and coppered spring wire. Outside of these, there is no special feature to note. We quote: Tinnings', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—Dull and unchanged. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price

is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—The improvement noted last week continues. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and 2½ per cent.; Maritime Provinces, 75 and 7½ per cent.; British Columbia, 75, 10 and 2½ per cent. f.o.b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS—Last week's reduction in price does not yet appear to have had any appreciable effect on the demand. Base price \$2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is much about the same as a week ago. Discount, 50 per cent.

HORSESHOES—It can hardly be said that trade compares favorably with that of last week. The demand is only fair. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Fair trade being done. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, 77½, 10 and 10; and round head brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Business is quiet and unchanged. Discounts, 10 to 12½ per cent.

CARRIAGE BOLTS—Quiet. Discount, 60 per cent.

RIVETS AND BURRS—There is a fairly good trade being done. We quote: Stove bolts, 60 and 10; black and tinned tinnings' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Quiet and unchanged at 17½ per cent.

ROPE—A slight improvement in the demand is to be noted. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 6¾c. Manilla, 7-16 in. and larger, 8½c.; ¼, 5-16, ¾ in., 8¾c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUTLERY—Trade during the past week has naturally been of a holiday character, and it has been fairly good, particularly in case goods.

SPORTING GOODS—Guns and rifles have not been going out as freely even as they

were a week ago. The same may also be said in regard to ammunition.

CHURNS—As noted elsewhere, the manufacturers of churns have formed an association and advanced prices 20 to 25 per cent. The discounts are now: 65 and 5 per cent. f.o.b. factory and 65 per cent. from stock. Terms, 3 per cent. off for cash 30 days.

CLOTHES WRINGERS—These have also advanced in price. We now quote: "Royal Canadian," with brass corners, at \$25.50 and the "Lightning" at \$30 per dozen, usual terms.

TOOLS—There is a good demand for snow shovels at \$2.60 to \$2.75 per doz.

AXES—There is a continuance of the demand noted last week for small lots at \$5.25 to \$9 per doz.

BUILDING PAPER—The demand noted last week for building paper has been maintained. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

SKATES—The activity previously noted has been maintained.

LEATHER BELTING—Trade is fairly good. We quote: Standard, 45, 10, 10 and 10 per cent; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

CEMENT—Trade is quiet and prices unchanged. We quote in car lots: Canadian Portland, \$2.30; English do., \$2.50; Belgian do., \$2.25; Canadian hydraulic cements, \$1.10.

METALS.

The metal trade is still on the quiet side, in the heavy metals particularly.

PIG IRON—The market is quiet and featureless, with prices nominal.

BAR IRON—Trade, if anything, is a little better than it was a week ago, but still it cannot be characterized any other than dull. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade is moderate at unchanged prices. We quote \$2.25.

SHEET STEEL—While it cannot be said that the demand is good, a fair business is being done. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—Business is fair. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—Shipments from stock have not been large. While orders have

Corrugated Galvanized Iron

Any size Sheets up to
96 x 33 inches

**ROOFING
SIDING
CEILING AND
FENCING**

**NOW IN STOCK
22, 24 and 26 Gauges**

**QUALITY UNEQUALLED
PRICES RIGHT**

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD.

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

been numerous they have only been for small quantities. We quote Queen's Head and equal brands in case lots as follows: 16 gauge, 4 3/8 c.; 18 to 24, 4 1/4 c.; 26, 4 1/2 c.; 28, 4 3/4 c. Small lots, 1/4 c. per lb. extra.

TINNED IRON—There is no change, business still being dull. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4 3/4 c.; extra large sizes, 6 7/8 to 7 3/8 c. per lb.

LEAD PIPE AND TRAPS—Trade has been a little better during the past week in lead pipe, although no large sales have been reported. We quote: Lead pipe, 7c.; lead waste, 7 1/2 c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—Quiet and unchanged. Discount, 60 and 5 per cent.

PIG LEAD—Trade is rather quiet. We quote: 3 1/4 c. for ton lots and 3 1/2 c. for small lots.

INGOT TIN—Trade has been a little better, a few good sales having been reported. We quote: 15 to 16c. according to quality.

INGOT COPPER—Trade is quiet at 12 to 12 1/4 c.

SHEATHING COPPER, ETC.—Business has been more active during the week in sheathing, roofing and braziers' copper. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—A steady business is reported in both black and galvanized pipe, although orders are small. Jobbers' discounts are as follows: 1/4-inch, 65 per cent.; 3/8 to 1/2-inch, 67 1/2 per cent.; 3/4 to 1-inch, 70 and 5 per cent.; 1 1/4 to 1 1/2-inch, 70 and 10 per cent.; 2-inch, 70, 10 and 5 per cent; galvanized iron pipe, 1/2 inch, 47 1/2 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1 1/2 inch, 6 1/2 c.; 2-inch, 7 3/4 c.; 2 1/2 inch, 9 1/4 c.; 3 inch, 11c.

RANGE BOILERS—Moderate only. We quote as follows: Galvanized, 30 gal. lons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Are going out freely in small quantities. There does not appear to be any all-bright on the market. We quote: All-dull, 52 sheets, \$2.50; half-polished, \$2.65.

TIN PLATES—The demand is a little better, and stocks are in a more satisfactory condition. Prices are firm. We quote cokes at \$3.15 for 14 x 28 and \$6.25 for 20 x 28.

COIL CHAIN—Latest advices from England note a continuance of the firmness in prices there. We quote: 1/4 in. 4 5/8 c.; 3/8 in., \$3.70; 1/2 in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, \$6; I X, \$8.

SHEET ZINC—Is still going out fairly well at unchanged prices. We quote: Cask lots, 5 1/4 c.; small lots, 5 1/2 c.

ZINC SPELTER—Very little doing. Prices are firm. We quote: Imported, 4 3/4 c. in ton lots, and 5c. in smaller lots.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9 1/2 c.; other makes, 8 to 8 1/2 c.

GLASS.

There is a fair trade doing in window glass, for this time of the year. Very little is being done in plate glass. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

All such staples as white lead, turpentine and linseed oil are quiet, and the market generally is uninteresting. Payments are fair.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50

to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32½c.

CASTOR OIL—In cases, 9c. per lb. and 9½c. for single tins.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c. in barrels and 4½c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

OLD MATERIAL

There has been no material change either in prices or business. We quote as follows: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No 1 wrought scrap, 45 to 50c. per cwt; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c. per lb.; bottoms, 7½c.; new light, 7¾c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c; zinc, 2c; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c per 100 lbs

SEEDS.

The market generally is quiet and no improvement is looked for until the New Year. Offerings of alsike are not large, and jobbers are paying all the way from \$3 to \$5 per bushel f.o.b. Red clover is being bought at \$4 to \$4.75 per bushel for good to choice, but there are a good many samples of inferior lots offering, for which values range all the way from \$3 to \$4 per bushel. Timothy ranges from \$1.20 to \$1.40 per bushel, and while extra choice flail threshed

UNIFORMITY

Our reputation for 30 years
ANY MAKER can produce
good files
OCCASIONALLY

LARGEST PRODUCERS OF FILES AND RASPS IN THE WORLD.
NICHOLSON FILE CO.
PROVIDENCE, R. I., U.S.A.

NICHOLSON
files are NOT
OCCASIONALLY good;
they are ALWAYS good.

✻ ✻ ✻ They are UNIFORM. ✻ ✻ ✻

is worth more, there are some inferior samples worth less than those quoted.

HIDES, SKINS AND WOOL.

HIDES—Quiet and easier. Dealers pay 6½c. for No. 1, 5½c. for No. 2, and 4½c. for No. 3.

CALFSKINS—Dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep skins, 70 to 75c.

WOOL—Fleece steady at 20 to 21c.

PETROLEUM.

A good trade is still to be noted. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Churns are 20 to 25 per cent. higher.

The price of wringers has been advanced by the manufacturers.

Bertram & Co., hardware merchants, have removed to 53 Yonge street.

Latest mail advices from England note a further advance in the price of locks, brass goods, and other lines of shelf hardware.

The McClary Manufacturing Co. is putting a new seamless enamelled tea pot on the market. It is a light blue tint in color with raised decorations. It is a handsome tea pot.

UNITED STATES MARKETS.

NEW YORK, Dec. 11, 1896.

PIG TIN—Cable advices noted livelier trading and somewhat lower values in the London market. Prices averaged somewhat lower here also, but there was no revival of speculation, and trade purchases were not only of conservative nature, but small in total amount. About 12.85 to 12.90c. f.o.b., or that basis, was the best realized for Straits in lots of 5 tons or more, prompt delivery.

COPPER—Business is rather quiet here at the moment, and neither exporters nor home consumers manifest inclination to purchase except in a hand-to-mouth way. The offering for early delivery is moderate, however, and sellers generally are firm on prices, quoting the range of 11¾ to 11½c. for Lake Superior ingot, 11½ to 11¼c. for electrolytic and 11 to 11¼c. for casting stock.

PIG LEAD—Small sales of common domestic were made at 3.05c. for spot delivery. Otherwise no business came to notice, and buying interest generally was spiritless.

The market, however, remains quite firm in tone. London cable quoted £11 10s. for soft Spanish.

SPELTER—No improvement was noted in operations, and the demand, to all accounts, continues tame. Prices are quite steady, however, in the absence of change in the primary market, with 4.15 to 4.25c. quoted for Western, delivered here or at common point. London cable quoted £11 10s. for soft Spanish.

ANTIMONY—The market is fairly steady in tone, but quiet. Regulus quoted at 7½c. for Cookson's, 6½ to 6⅝c. for Hallett's and 6½c. for Japanese.

TIN PLATE—There is no improvement in the demand from any quarter, and merely fair business is taking place. Spot prices are steady, owing to moderate stocks here, but future deliveries in particular are still at more or less discount. There are hardly any foreign cokes here of heavier weight than 90 lb., and American weights are also rather scarce.

DEATH OF A HARDWAREMAN.

Mr. Christopher Widmer Lee, of the wholesale hardware department of Rice Lewis & Son, Ltd., died on Monday last. The cause of death was typhoid fever. Deceased was a brother of Mr. A. B. Lee, the president of the company, and he had a large circle of friends. He was aged 56. The interment took place on Friday.

RUMORED CUT IN STEEL BILLET PRICES.

A Chicago despatch of Dec. 16 says: "Rumors were current yesterday in local iron and steel circles that a price of \$16 per ton had been made for Bessemer steel billets at Pittsburg, as against \$20.25 as the old billet pool figure. Accompanying this rumor was another to the effect that sheet bars had been offered to an Elwood, Ind., tin plate concern at \$16.50 per ton. Both prices were considered below the cost of production, as the lowest price for billets ever known was \$14.85 at Pittsburg, and this was with ore \$1.50 per ton and coke \$1 per ton below present figures. In the absence of President Cath, of the Illinois Steel Co., no one was authorized to say whether or not the rumors were correct, and no one else in Chicago would verify them.

THE STEEL BILLET POOL.

ACCORDING to American exchanges, there is at present considerable discussion by members of the Bessemer steel pool and others interested regarding charges that two of the most important producing concerns in the pool have not been living up to the prices established by the association. The concerns which are alleged to have been cutting prices are both in the Pittsburg district.

The matter, it is said, will be brought up at the next meeting of the association, which, it is said, is to be called shortly at New York. Formal charges, it is reported, will be made against the two firms in question, and some of the smaller members of the pool, have, it is said, threatened to withdraw from the association unless satisfactory explanations are made.

The two companies accused are said to have cut prices in order to secure large contracts for delivery early next year, and in this way keep their mills going until after the annual settlements.

At this week's meeting it is said the prices for the coming year will be fixed. Persons well informed said to-day that they did not anticipate much, if any, change from the present price of \$28 a ton.

Eight companies are expected to be represented at the meeting. They are the Carnegie, Illinois, Pennsylvania, Maryland, Ohio, Lackawana, Cambria and Bethlehem Steel Companies. The Ohio Steel Company, which has a large plant at Youngstown, does not make steel rails. This company has been in the pool now almost a year, and at the next meeting some plan is expected to be arranged to reimburse the company on its assessments on the tonnage basis.

The Carnegie and Illinois steel companies will, it is expected, continue to be the largest manufacturers of rails during next year.

Reports from New York state that the Carnegie and Illinois companies may withdraw from the pool, but this rumor is denied. A despatch was received at the New York Metal Exchange the other day stating that the Bellaire Steel Co., of Bellaire, Ohio, had withdrawn from the pool. It was this fact in the opinion of well-posted men that gave rise to the report that the Carnegie and Illinois companies contemplated withdrawal.

The exact day of the meeting has not been made public as yet, but steel men generally, as well as those in kindred industries, are awaiting the outcome with much interest.

ENAMEL MEAT CHOPPERS.

The enamel meat choppers of the Alexander Works, Ramscheid, Germany, are again coming to hand. This factory has

been enlarged in this department, and the output will be considerably over double what it was hitherto. Some disappointment was created last year, owing to the fire in the enamelling department, but the latter is again in good running order and the agents are assured the goods will come forward promptly.

FIVE PER CENT. ON THE BRAIN.

A friend who has had considerable experience in the foundry trade showed me a day or two ago a statement of account which originally emanated from his house. The amount due was under 2s., and, in remitting, the customer deducted 1d. for discount. To quietly stand this sort of thing, as Mr. Gilbert's "Sir Rupert Murgatroyd" remarks, "takes a deal of training," and my friend has not yet reached even the fringe of perfection in this matter. Accordingly, he wrote to the customer, pointing out that he could not allow the discount, as accounts under 20s. were net. The customer replied that evidently it was preferred to give the post office 2d. rather than he should be allowed 1d. Yes, rejoined the iron-founder, that is just so, and at all costs he would demand the payment of the penny. Quite right, say I. There are far too many liberties taken by customers over their accounts, and I have frequently noticed that the longer overdue the payment is the greater the craving for discounts.—Ironmonger.

TRADE CHAT.

There is a movement on foot among nearly two score French Canadian families now living in Detroit to return to Eastern Canada. They propose to move all their effects to Lake St. John, Que.

"Whoever can make two ears of corn, two blades of grass, to grow upon a spot of ground where only one grew before," says Swift, "would deserve better of mankind and do more essential service to his country than the whole race of politicians put together."

If the Provincial Government's estimate of the Manitoba wheat crop is approximately accurate, very little wheat remains in the farmers' hands for sale. The Government estimate was in round figures 14,500,000 bushels. There has been shipped out 6,500,000 bushels, and there is 4,500,000 bushels in store at Keewatin and west thereof, leaving only 3,500,000 bushels held by the farmers.

A GOOD SIGN.

Mr. H. T. Moulden, representing A. R. Woodyatt & Co., of Guelph, was in Toronto on Thursday en route home from a business trip east as far as Montreal. Among the improvements which A. R. Woodyatt & Co. have recently made to their factory are the addition of a new, more powerful boiler and engine.

GLASS WEIGHTS.

The Swiss Government has sanctioned the manufacture and use of weights made of glass. The owner of this patent, who has also secured a German patent, is Chief-Gauger Schmid, of Bulach. The weights are manufactured in the denominations of two and one kilogrammes; 500, 200, 100, 50, 20, 10 and 5 grammes. They are of slightly conical shape with rounded bottom edge and provided on top with a knob to facilitate handling. The designation is molded into the knob. The glass used for these weights is of special composition, highly refined and carefully annealed so as to reduce to a minimum the danger of breakage. The weights give excellent satisfaction and it is believed that they will soon be generally adopted by the trade.

TO CATCH HOLIDAY TRADE.

In planning to obtain a share of the Christmas trade, hardware and stove dealers should not overlook the potency of the toy stove to add to the profits of the ante-Christmas trade and, at the same time, to advertise the regular-sized stock, says Stoves and Hardware Reporter. Especially advantageous to the business of the dealer is the sale of these toy stoves when they bear the trade mark of the regular line of stoves which he carries. Most manufacturers make a toy cook which, while being large enough and complete enough for the little owner to do all kinds of cooking with it, can yet be sold at a price representing less money than is frequently put into toys of far less practical use. At the same time, these goods are similar in design and embrace the leading features of the full-sized stoves of the same make. In advertising these toy stoves, their educational advantage should be emphasized, and attention should be called to the fact that a full-sized stove will prove as acceptable a present to the mother of the family, as will a toy stove to the little daughter.

The St. Paul Gold Mining Co.

Capital Stock, \$1,000,000.

Fully paid and non-assessable.

Officers: W. R. Brock, president; Lieut.-Col. J. I. Davidson, first vice-president; W. T. Harris, second vice-president; W. A. Campbell, general manager; Capt. J. A. Currie, sec.-treas.

The price of this stock will be advanced on the 21st inst. to 12½ cents. The main tunnel is now in over 30 feet of a large ledge, showing mineralized quartz all the way across, with no walls in sight. A chute of solid ore may be encountered any hour. The miners are working night and day. The present price of the stock is 10 cents.

"The main vein is a strong one, and I think it is the great vein of the Le Roi, which passes through the Black Bear. We have proved this vein across the Black Bear by diamond drill, and found it strong, continuous and of an average width of twenty-eight feet. We are now opening it up by means of a tunnel to connect with the main working levels of the Le Roi, and are erecting our new and extensive plant on the Black Bear ground."—JOHN MOYNAHAN, Late Superintendent Le Roi mine.

Subscriptions for stock received in blocks of 100 shares or upwards, at 10 cents per share. Send for prospectus.

Campbell, Currie & Co.

BROKERS, 25 Yonge St., Toronto.

PROFITABLE WAY OF DEALING WITH CUTLERY.

IN recent issues of Ironmongery attention has been called to the hire-purchase system of business, and a very wide-spread interest has been created in this important subject. The editor of this journal has had within the past two weeks a chat with a provincial ironmonger who, like others similarly engaged, sometimes, when paying a business or recreative visit to the metropolis, looks in at the office in Aldersgate street for a friendly talk. This gentleman has a very extensive business in an important west-country town, and one branch of this undertaking is the lending of supplies of cutlery, and china and glass as well, to those who, for public or private entertainments, require at times an addition to the stock of cutlery they possess, and are glad to pay a substantial price for having their temporary needs on such occasions supplied. The ironmonger referred to has found the business substantial and profitable, and at our request has supplied information on the subject which should be of very considerable benefit to the trade. He writes :

It would seem only natural that ironmongers should be first and foremost in every transaction connected with the sale of cutlery ; but it is not so, for there are comparatively few ironmongers who lay themselves out for the hire trade. This is not a question of hire-purchase trade, but simply of hiring. Glass and china dealers do a large trade in the hiring out of their numerous goods, and it is an increasing trade. Balls, concerts, and the numerous public entertainments that are given, all require a very large quantity of table requisites. Private families, too, are giving their parties and entertaining their friends more than formerly in public rooms, and even when these social gatherings are given in a private house, a large quantity of extras are required, other than those which suffice for the ordinary requirements of an ordinary household. Those tradesmen who lay themselves out for the general hiring trade, usually stock cutlery, and include these articles with the more perishable goods of their stock. There is no reason why a share of this trade should not be done by every ironmonger. I have known some who have done a very extensive trade in this way, and found it a very remunerative branch, and I am one who has had this experience, and it is quite true that those who are prepared to supply the hire of all the articles used right through, will stand the best chance ; and that being so, why should the ironmonger not supply glass and china equally with cutlery ? There is the more reason for it, as many ironmongers, like my-

self, have a special department for china and glass. I will presume, however, that the ironmonger is only prepared to hire such goods as he is accustomed to stock, and that, not yet dealing with china and glass, as he should, he will confine himself in this respect to cutlery. The first question naturally asked is—How can he do it ? It is quite possible there are several glass and china dealers he knows who do not keep a suitable stock of cutlery and ironmongery sundries, who would be very glad to make arrangements with him, at a divided profit, for the supply of these goods. An ironmonger, taking up this trade, should have a list printed of the articles kept for hire, and the prices charged. This should be circulated among the principal hotels and caterers. A personal visit would be better, of course, and possibly lead to business. Again, there are a large number of caterers in every town who do not themselves hire out cutlery, etc., but who are constantly supplying the necessary provisions for private entertainments. They, too, should be invited, and a discount offered to them on all orders obtained. Until it is tried, and a trade created, it is not possible to estimate the possible extent of this hiring-out business. Orders for hiring come when least expected, and are always urgent. Everything, therefore, must be kept in readiness for immediate despatch.

What should an ironmonger hire ? I have mentioned cutlery as being the groundwork of the hire trade. The term is an elastic one and comprehensive. Ivory or ivory table and dessert knives, several pairs of carvers (meat and game), steels to match, and a good stag steel should be sent out for use with every order. Spoons and forks in good electro-plate must be kept. B quality will be found best to use. Everything throughout should correspond. All the usual table sundries, such as knife rests, plated skewers, bread forks, fish carvers, cake knives, sardine tongs, and so on should be provided. Besides these a full set of spoons and forks in "Nevada," or some such metal, should be kept. Let nothing that is asked for be wanting ; and, indeed, many of these articles are sent out by me without special instructions with a general order. Cruets, cake baskets, small salts, epergnes, and any of those articles usually wanted for table display or use may be hired as required.

On all the articles of table use there should be either a name, a monogram, or some distinguishing mark of identification ; but it must not be of such a character as will be offensive to the party hiring them, or anything that could indicate to the guests that they were using hired goods. I have already intimated that the stock should always be ready for despatch. In order to do

this everything must be cleaned and got ready for use again immediately on its return. Great care must be taken with the knives, and only a thoroughly competent person should be employed to wash them. The handles must be cleaned carefully, and every knife polished in a good knife-cleaner, after which they should be polished with leather and repacked ready for use again, sending out "nearly as new." Electro-plate must be cleaned, after which it should be polished, and if a lathe is on the premises a polishing buffer may be used. The condition and style of sending out hire goods will be the strong inducement to "go there again." Does this trade pay ? Certainly it does. After the first outlay the returns are nearly all profit, and it will not take many journeys to cover the cost of most of the articles, and after a lengthened use the cost of re-doing up is not very great.

The prices to be charged will vary somewhat according to competition and to the size of an order. It is therefore difficult to mention any figures that will apply to all. Table knives may vary from 10d. to 2s. 6d. per doz., electro-plated spoons and forks, 1s. 6d. to 2s. per doz., and so on. Nevada goods, 6d. to 1s. per doz., and xylonite ditto. Good general orders may be taken at 1s. 5d. per doz. all round. Carvers may be charged 6d. per pair, and cruets and larger articles of electro-plate 6d. to 2s. each. All will depend on the articles required and on the quality supplied. When, however, the stock is got together it will not be easy to arrange a suitable and profitable scale of charges. Although it may be well to fix a scale of prices for cutlery, etc., the best plan I know, and one easily assessed, is a rough-and-ready charge on sundries and larger articles of 1d. in the shilling on the retail value. These charges apply to one night's use ; a second day is usually charged half price, and for an extended time, of course, special reduction must be made. For a week's hire double the price for one day will be ample, and in boating districts the majority of orders will be for one, two or three weeks. With a little effort this department can be made a very successful one ; and, after the first outlay, it is chiefly a matter of care and attention more than actual cost. The principal items to remember are a good stock well kept and prompt attention to orders. And an important matter to remember is, that the persons or public bodies who hire want good things, supplied in first-class condition, and, the occasions being special, are quite prepared to pay well for the accommodation.—Ironmongery.

Chas. B. Ewing, collector of Customs at Cobourg, is dead.

GUARDS...

*Basement Window Guards.
Factory and Mill Window
Guards.
School and Church Guards.*

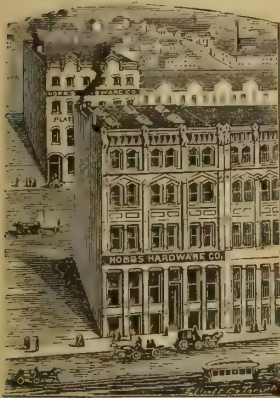
*Store Front Guards. Office Counter Railings.
Inside Fine Woven Wire Blinds, lettered or plain.*

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL.



HOBBS HARDWARE COMPANY

LONDON, ONT.

WE STOCK:

Plaster Paris
Portland Cement
Tollers Casters
Linseed Oil
Cod Oil

Pitch
Roll Sand Paper
German Mirrors
Turpentine
Benzine
Coal Tar

Excelsior
Green Tow
Picked Moss
Borax
Emery

WE STOCK:

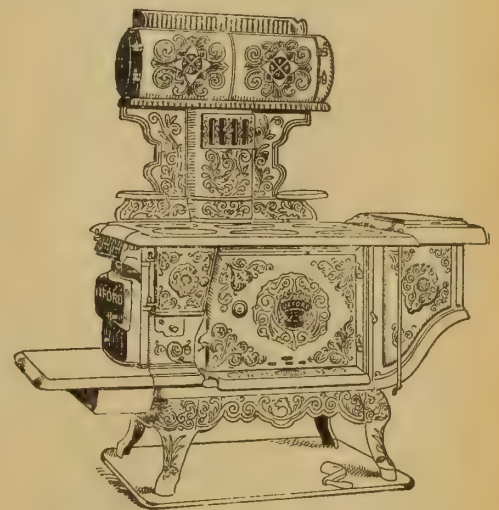
Cotton Waste
Cotton Wipers
Barton's Garnet Papers
Shock Mirrors
Pumice Stone
Neat's Foot Oil

THEY SELL THEMSELVES.—The merits of these Stoves are so undeniable and thoroughly well appreciated that they are household favorites everywhere.

The DUCHESS OF OXFORD



Is the leading Kitchen Range of the day — handsome in appearance, perfect in mechanical details, up-to-date in every respect, and with a splendid Patent Duplex Flue—it is a sure seller.



The COUNTESS OF OXFORD

Is a magnificent double heater with large mica exposure and handsome nicked finish. Made in different sizes with or without oven. It pleases everyone.

READ OUR CATALOGUES.

The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

MASTER plumbers and steam-fitters are experiencing a little better trade this week, but still there is no great activity to note. The increase is most pronounced in steam-fitting work. Jobbers in plumbers' supplies are experiencing a fair amount of business.

The most interesting thing to the plumbing and steam-fitting trades in Toronto at the moment is in regard to the tenders for the new Foresters' hall, the tallest building in Toronto. The tenders for the necessary steam-fitting, plumbing, etc., are to be in by the 24th inst., and the different firms are now busily engaged on figuring for the work. One master workman told me that the plumbing and steam-fitting job was worth from \$25,000 to \$30,000.

DOMINION SANITARY BYLAWS.

A meeting of the Sanitary Committee of the Dominion Association of Master Plumbers was held at the rooms of the local Association of Master Plumbers, in London, on December 3 and 4, 1896.

The members of the Sanitary Committee are: Messrs. M. Birch, Kingston; Walter Mashinter, Toronto; Adam Hall, Peterboro'; Adam Clark, Hamilton; W. H. Heard, London, chairman.

The question of uniformity of sanitary bylaws throughout the Dominion was thoroughly discussed. The advisability and necessity of a Dominion law governing sanitary construction was carefully considered, and the conclusion arrived at by the committee was that, in the interest of the public as well as the trade, we should have a law embracing the entire Dominion, and the committee will so recommend. It was thought by some that perhaps it would be best to ask and recommend action to be taken in Ontario as a preliminary step to getting a Dominion Act.

It is the opinion of the committee that the enforcement of the law should rest with the Board of Health, and that each Local Board of Health should have at least one plumber as a member. Inspection bylaw was also carefully considered, and an effort made to remedy some of the defects in the existing bylaws.

The committee were also strongly in favor of the appointment, in each town and city of sufficient size, of a board of plumbing examiners, whose duty it will be to advise the Council or Board of Health on all matters appertaining to sanitary apparatus and construction, and to suggest such changes as may be necessary from time to time to keep bylaws up to date. That inspectors

should be under the control of this board of plumbing examiners, who would also decide and adjust disputes arising from the operation of the bylaw.

The constitution of this board was also considered, and which will come up at a subsequent meeting of the committee.

Considerable of the committee's time was taken up in discussing a model specification, to eliminate, as far as possible, objectionable features in existing bylaws, and advise such changes as the most modern practice and experience dictate, full consideration to be given to the proposed bylaw in London "to secure the better sanitary condition of buildings."

A committee was appointed to confer with the Local Board of Health, and it is hoped that their labors will materially aid the authorities in arriving at a satisfactory enactment.

THE PLUMBER'S NIGHT BELL.

In the window of an uptown plumber's establishment, says a New York paper, is displayed a sign giving the house address of the man on duty at night. At another plumber's establishment in the same part of the town there is a regular night bell, with the usual sign indicating its location. These things have come about naturally enough through the very widespread and general introduction of pipes for water and steam. There are water pipes nowadays in even the cheapest of dwellings and steam pipes in many thousands of dwelling places. The total number of such pipes in use is enormous, and among so many there are, of course, more or less pipes getting out of order by night as well as by day. Hence the notice in the plumber's window, giving the house address of the man on duty at night and the plumber's night bell.

With the continued growth of the city and the constantly increasing density of its population, the number of drug stores actually open all night has steadily increased, and the familiar night bell of the drug store has proportionately disappeared. With the city's further growth no doubt the plumber's night bell will disappear likewise, and the plumber's will be added to the number of establishments that, in a great city, are always open.

SOIL PIPE VENTILATION.

Among the numerous subjects into which modern sanitary work is divided, says The Decorators' Gazette, of London, none perhaps has received more attention or has been more exhaustively treated upon, whether in books, articles or lectures, than that of soil pipe ventilation. And after numberless ex-

periments and careful observation by both practical and scientific men, it is generally accepted that soil pipes should be continued to their highest point, at least their full size, and in some exceptional cases it is considered necessary to increase the size of the ventilating pipe.

Yet, notwithstanding the obvious advantage of full-size ventilating pipes, there are still some people who class this idea among the fads, and regard it as a waste of labor and material to fix any pipe larger than is required to just give the pipe vent, and at the most to provide sufficient ventilation to prevent the siphonage of traps. And more especially is this the case when a house is built outside the jurisdiction of the London County Council or the local board whose bylaws empower the officials to insist upon the modern methods of carrying out such work. The arguments which one continually hears against the "modern sanitary fads," as they are called, are generally absurd and sometimes amusing. It is sometimes said that full-sized ventilating pipes are all very well in London or some other large towns, where the house drains are connected to sewers, but when the sewage drains into a cesspool the ventilating pipe may be very small—in fact, it is hardly necessary at all. And as to an air inlet to the drains at the lowest point, this is thought to be the height of absurdity. The result is that in this enlightened age of sanitary reform, cesspools are formed within a few feet of the house, merely lined with dry brick work and not ventilated. A running trap is fixed in the drain and buried out of sight, and marked on the plan as an interceptor, regardless of the fact that such a term was never meant to be applied to a trap which did not serve as a fresh air disconnector in addition to a water seal. The ventilating pipes also are totally inadequate in size to enable a current of air to pass through the drains and soil pipes freely. Consequently, the soil near the house becomes saturated with sewage; the trap in the drain, in the absence of ventilation, cannot be relied upon to prevent the passage of gases from the cesspool, which are generally far worse than the air from sewers. The drain is practically unventilated, owing to the want of a current of air through it, which is one of the main objects of inlet and outlet ventilation in drains and soil pipes. There are many people who do not seem to realize the fact that ventilation, not only in soil pipes and drains, but in nearly every other instance where fresh air is required, does not mean merely the removing of a vent peg in a barrel, but the continual passing of a current

CURTIS & CURTIS

No. 23 Garden St.
Bridgeport, Conn.

MANUFACTURERS OF

Forbes' Patent Die Stock

FOR HAND OR POWER.

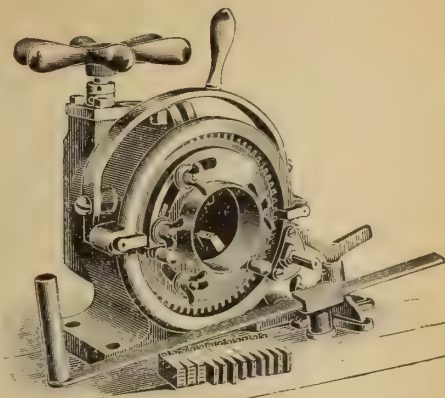
OUR HAND MACHINES are the only portable hand machines in the market with which one man can cut off and thread large pipe up to eight inches diameter without assistance. Two and three inch pipe is threaded by using only one hand on the crank, thus saving much time and hard labor.

OUR POWER MACHINES occupy less floor space, require less power to run them, are more simple of construction and are far cheaper than any other make of machine of the same range in the market.

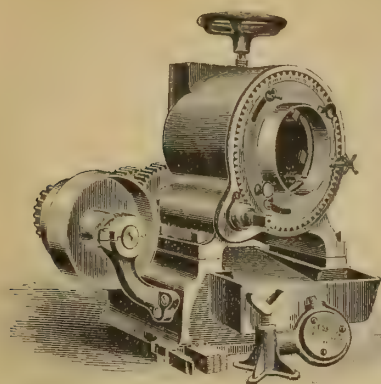
The Curtis Pipe Threading Attachments for Lathes thread all sizes of pipe from 1/2 to 8 inch, and attachable to any make or size of lathe. Cheaper than any power pipe threading machine in the market. Machines for American or English Standard of pipe threads furnished without extra cost.

Ratchet Drills. Ratchet Die Stocks.
Malleable Iron Pipe Vises.

SEND FOR ILLUSTRATED CATALOGUE.



No. 1 Hand Pipe Cutting and Threading Machine.
Range 1/4-2 inch. R. & L.



No. 2 Hand or Power Pipe Cutting and Threading Machine.
Range 2 1/4-4 inch. R. R.

SITUATION VACANT.

WANTED- FOR A MANUFACTURING CONCERN, a traveling salesman, having some knowledge of the hardware or stoves and tinware business. Correspondence confidential. Apply, stating age, experience, salary, to "Salesman," care of HARDWARE AND METAL.

(51)

MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., TORONTO CANADA.

ARMSTRONG MAN'F'G. CO.

CATALOGUES ON APPLICATION.

WATER GAS AND BRIDGEPORT, CONN.

STEAM FITTERS TOOLS

of air like a flush of water through the pipes, in order to thoroughly and repeatedly bring into contact with the impure substances and gases the oxidizing influence of the purifying agent which only fresh air contains in sufficient quantities to have the desired effect.

Another important point also is the position at which the ventilating pipes terminate. The main object in determining the position of the upper ends seems to be that they shall be a few inches above the nearest window. This may be below the eaves of the roof, between the chimneys, or anywhere but the proper position, which should be above the highest point of the roof, away from chimneys or walls, so that the wind has a clear blow across the top of the pipe, and thus to ensure a good up draft and a rapid flow of air through the whole system.

RATS.

What a queer, and at the same time reliable and mysterious, storehouse of facts is the human brain, writes J. W. Hughes in Metal Worker. It seems as though things apparently long forgotten, simply because not wanted, have only to be enquired for to be furnished. This is what is called experience. The article in your paper of July 25 from my pen on the mysterious appearance of an odor of gas in a house where all the

circumstances seemed to be against such a manifestation seems to have opened a brain cell containing a number of similar occurrences, that have been stored away and forgotten during many years, some of which may be of interest and capable of practical application by the readers of The Metal Worker. The story of one, just about how it occurred, is as follows:

A customer entered the office early one morning and stated that he had been troubled for some days by what he called "a stink" in his dining-room and parlor, which were adjoining rooms, separated by sliding doors let into the partition. To quote his words: "At first I thought it was gas, but to-day it is so bad that I am sure it is sewer gas. I am giving a dinner this evening to a few friends, and unless this stink can be abolished I really fear the dinner will have to be postponed." He was told not to worry, that the stink would be abolished in good time so as not to spoil his dinner, and he left happy. I suspected a dead rat as being the cause, and accordingly sent a veteran workman who had had much experience in hunting rats (dead ones), and dismissed the matter from my mind. Later in the morning my man's aide-de-camp, assistant, deputy, or what you will, appeared in the shape of the "boy," with an urgent message for reinforcements. A carpenter was wanted "right away," and a carpen-

ter was accordingly sent. The man's report at 1 p.m. was that the odor was there, and a bad one, undoubtedly from a rat that was very dead and sadly in need of cremation. "Find him," was my command. "That is all very fine," he replied, "but where to find him I don't know. I have looked in all the usual places, torn the house pretty much to pieces and am now going to take the sliding doors out of their places, and if that don't find him I'm stuck." The man had hardly gone out before in came the customer, wild. What did we mean by making a wreck of his house; we were on a fruitless hunt for a dead rat, when nothing but the sewer could give off such a deadly odor etc. He was pacified by the assurance that the man in charge knew what he was about, and that I would go up myself. "Well," he said, "if you are going I will go with you; it is too late now to postpone the dinner, and it is impossible to have it come off in the house under present conditions. I never felt so embarrassed and annoyed in my life." And he indulged in plenty more of the same kind of talk all the way to the house. When we got admittance to the house the state of affairs was certainly a little staggering, even to me, who had a pretty good idea of what an industrious plumber and carpenter could do in their efforts to locate a "stink."

Carpets, oilcloths and floors were up in two storeys, base boards and architraves were off, holes punched in the plaster, and a general state of chaos reigned, and then there was the dinner party at 7 p.m. There always is a party, of some kind under the circumstances. The carpenter was attacking the last defence. The sliding door was coming out and so was "the stink" evidently from every hole that had been made, at times, according as the wind blew or different doors or windows were opened or shut. But apparently it came most and oftenest from the space inclosing the said doors. In a few minutes the door was drawn out and a candle thrust into the space, only to show the space and "nothing more." Then upstairs to try and look down, but a beam blocked the way that could not be removed; then down stairs to try and look up. That had already been done by breaking the plaster in the ceiling of a cupboard, and so on for an hour or more, the good man of the house "helping" to make us feel mean and uncomfortable if nothing else. At last, at the end of my resources, I leaned my shoulder against the door jam, and candle in hand peered anxiously into the so-often explored space, more because I did not know what to do and to gain time and collect my thoughts for the next move, than from any expected good. As I gazed upward there appeared to be a shadow at the end of the iron bar on which the rollers carrying the door traveled. This bar was about $\frac{1}{2}$ inch wide by 3 inches deep and ran the full width of the room, being fastened at each end several inches below the line of the ceiling, and, of course, inclosed in the space made to contain the door when pushed back. The candle was kept moving about, and the shadow always appeared in just the same place when the candle was held in the right position. It was only a shadow and "nothing more." I called my man's attention to it. "Nothing there," he decided. The carpenter, the boy and the customer all had a peep. "Nothing there," was the unanimous verdict, "except a very stinking smell." "Get a long stick," I said, "and pass it along the bar." "Oh, we did that before." "Never mind, we will do it again." Accordingly the stick was procured and I kept punching and poking at the shadow, when presently down dropped the remains of what had once been a rat, and dead for several "ducats." He had evidently been in the habit of using the iron bar as a bridge on which to cross from side to side of the house, and by a strange fatality had been caught by the moving door and jammed into the angle formed by the roller bar and the wall. As he was neither be-

hind walls, under floors, in the rear of architraves—in fact, was nowhere in particular, as far as house construction goes, but in a sort of way between everything—it was no wonder he was hard to locate. The way things went together was a caution after the suspense was over. The customer did the handsome thing, the dinner came off because the rat did, and so ended one very peculiar hunt for a dead rat "stink."

PLUMBING NOTES.

A new \$20,000 opera house is talked of for Fort William.

A. Fisher & Co., plumbers, Westmount, Que, have dissolved.

Frank Squibb, plumber, Hamilton, has assigned to C. Freeman.

Building permits granted this year in London, as far as can be verified, amount to \$357,000.

The contract for soil pipe for the new civic buildings at Toronto has been awarded to the Toronto Foundry Co.

Plans are being prepared for the erection of a new storage warehouse for J. Y. Griffin & Co., the pork packers, Winnipeg.

R. O. Bigelow has taken out a permit for a two-storey brick dwelling on Caroline street south, Hamilton, to cost \$2,000.

A permit for the erection of a one-storey brick foundry on Pacific avenue, at a cost of \$5,000, has been granted the Northey Manufacturing Co., Toronto.

NORTHWEST TRAVELERS.

THE annual general meeting of the Northwest Commercial Travelers' Association of Canada was held in Winnipeg on Saturday, 5th inst., in the Board of Trade room, Grain Exchange. The president, A. S. Binns, occupied the chair. There were also present: Vice-President A. L. Johnston, Treasurer L. C. Macintyre, Secretary J. M. O'Loughlin, Directors J. T. Persse, F. Drewry, J. Lindsay, and about 20 active travelers. The minutes of the previous meeting were read and approved, and the chairman then called for nominations for officers and Board of Directors. The following were received.

President—A. L. Johnston, acclamation.

Vice-President—J. Mundie, acclamation.

Treasurer—L. C. Macintyre, acclamation.

Directors—F. Drewry, J. Lindsay, E. L. Thomas, J. T. Persse, W. Hargreaves, S. S. Cummings, H. W. Lethbridge, M. W. Rublee, K. McKenzie, C. R. Steele, A. P. Jefferys, F. Couse, F. J. C. Cox. Seven of the foregoing will comprise the board. The result of the balloting will be known on Saturday evening, December 19.

Auditors—S. S. Cummings, F. J. C. Cox.

On motion of L. C. Macintyre, seconded by F. J. C. Cox, the president was instructed to appoint three secretaries to meet Saturday afternoon, Dec. 19, and count the ballots, and report to the annual meeting to

be held that evening the result of the voting for directors.

The president appointed A. Strang, J. M. Lamb and T. H. Middleton as secretaries. In former years the ballot papers were counted after the meeting was called to order, and it always caused a delay, waiting until the secretaries were finished with the work.

A. L. Johnston, chairman of the Committee on Bylaws, reported that they had revised the bylaws, as requested, and that a copy of the same had been mailed to each member, and will come up for discussion at the annual meeting.

After considerable discussion in regard to the annual entertainment, it was moved by E. L. Thomas, seconded by J. M. Lamb, and carried, that the annual celebration be the same as last year, viz., a conversazione and ball, to be held on Monday evening, December 28.

The following committee was appointed: E. L. Thomas, J. M. Lamb, J. Maw, F. M. Morgan, S. S. Cummings, F. Agnew, E. W. Low, F. J. C. Cox, A. P. Jefferys, J. Y. Griffin, T. Black, A. Strang, A. McAllister, and the officers and Board of Directors of this year.

The meeting then adjourned.

Immediately after the general meeting adjourned, the Celebration Committee met, with F. J. C. Cox in the chair. These several sub-committees were appointed, and other preliminary action taken to get the arrangements under way. Every effort will be made to make the entertainment this year even more successful than former years.

MATCH-MAKING EXTRAORDINARY.

Matches are made in—Hull, Canada, by the E. B. Eddy Co., Ltd.—in fact the company's match-making there has given the place a great name. The mention of Hull, and the fact that we are in Halifax, and the brimstone associated with matches, instinctively suggests that old English alliteration of "h—ll, hull, and halifax," as three undesirable places, although it has been incorrectly applied on this side the Atlantic—the Hull and the Halifax included in the trio were the English towns of those names.

This is a lengthy introduction to noticing the recent receipt of a sample box containing all kinds of matches, through John Peters & Co., the Halifax agents of the Eddy Co. There are the most delicate, as well as the most formidable, from wax to wood; large enough to act as a torch, and small enough to carry a box with 500 in a vest pocket. There are tapers a foot long, and dear little vestas with their red heads and white bodies; there are parlor matches, telephone matches, flaming champions, cigar-lighters, etc., 25 distinct varieties in all, the whole a most interesting collection. We should fancy Messrs. Eddy had brought this business to perfection, and that they were unmatchable match-makers. The packages are of all kinds, wood, card and ornamental oxidized tin.—The Acadian Recorder.

PIG IRON PRODUCTION.

THE Iron Age, in its monthly review of the pig iron production, says: The frequent reports of the blowing in of furnaces throughout the country during November have prepared the trade for the report of an increase in the production. This increase has taken place, but it is not as great as many probably expected.

The weekly capacity of all the furnaces on December 1 compared as follows with that of preceding periods:

| | Furnaces
in Blast. | Capacity
Per Week.
Gross tons. |
|------------------|-----------------------|--------------------------------------|
| December 1, 1896 | 147 | 142,278 |
| November 1 | 133 | 124,077 |
| October 1 | 130 | 112,782 |
| September 1 | 145 | 129,500 |
| August 1 | 173 | 157,078 |
| July 1 | 191 | 190,532 |
| June 1 | 194 | 182,220 |
| May 1 | 196 | 189,398 |
| April 1 | 200 | 187,451 |
| March 1 | 207 | 189,583 |
| February 1 | 215 | 198,599 |
| January 1 | 241 | 207,481 |
| December 1, 1895 | 242 | 216,797 |
| November 1 | 239 | 217,306 |
| October 1 | 232 | 201,414 |
| September 1 | 215 | 194,029 |
| August 1 | 200 | 180,525 |
| July 1 | 185 | 171,194 |
| June 1 | 172 | 157,224 |
| May 1 | 171 | 150,554 |
| April 1 | 171 | 158,132 |
| March 1 | 173 | 156,979 |
| February 1 | 179 | 163,391 |
| January 1 | 182 | 168,414 |
| December 1, 1894 | 184 | 168,762 |

In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

| | Coke and
Anthracite | | Charcoal | |
|------------------|------------------------|----------------------|---------------------|----------------------|
| | Number
in blast. | Capacity
per w.k. | Number
in blast. | Capacity
per w.k. |
| December 1, 1896 | 128 | 137,096 | 19 | 5,182 |
| November 1 | 112 | 119,094 | 21 | 5,083 |
| October 1 | 105 | 105,520 | 24 | 6,562 |
| September 1 | 124 | 123,271 | 21 | 6,229 |
| August 1 | 153 | 150,814 | 23 | 6,264 |
| July 1 | 168 | 174,041 | 23 | 6,491 |
| June 1 | 175 | 176,749 | 19 | 5,471 |
| May 1 | 180 | 184,634 | 16 | 4,760 |
| April 1 | 180 | 182,162 | 20 | 5,289 |
| March 1 | 187 | 184,104 | 20 | 5,471 |
| February 1 | 194 | 192,375 | 21 | 5,085 |
| January 1 | 218 | 202,257 | 23 | 5,224 |

The position of stocks, sold and unsold, as reported to us December 1, was as follows, the same furnaces being represented as in former months:

| Stocks. | July 1. | Sept. 1. | Nov. 1. | Dec. 1. |
|---------------------|---------|----------|---------|---------|
| Anthracite and coke | 684,497 | 807,942 | 734,406 | 705,981 |
| Charcoal | 131,875 | 156,113 | 156,336 | 152,860 |

Totals. 816,372 964,055 890,742 858,841

It will be observed that there has been a steady decline in anthracite and coke iron stocks since September.

PROGRESSIVE MIDLAND MERCHANTS.

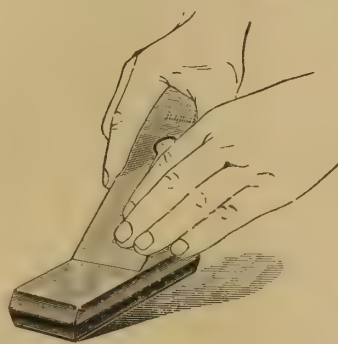
Playfair & Preston, Midland, Ont., general merchants and lumber manufacturers, carry on a successful business in that pros-

perous town. Midland, with its magnificent harbor, is well situated for manufacturing and shipping lumber. Playfair & Preston have taken advantage of this and employ a large number of men in their mill and in their timber limits. Mr. Preston is the manager of their mercantile establishment. Before joining the present firm he conducted a business for himself in Midland, and is thoroughly conversant with the trade and wants of the surrounding country.

DEVELOPMENT IN THE CYCLE TRADE.

THE London correspondent of The Scotsman writes: There is every likelihood of a great development in the cycle trade in this country next year. It was the inability of the home manufacturers to meet the abnormal demand for machines which gave the Americans their first innings here, but they are not likely to retain their hold unless they supply as good an article as those of the best British manufacture. Several large engineering firms have been tempted to go into the trade, as a result of the handsome profits it earns. Among

others, the Palmer Shipbuilding and Iron Company is laying down extensive plant for the making of cycles, and it is stated that a well-known machine-gun making firm also intend to add to the department for the manufacture of weapons of destruction another for the making of bicycles. The forthcoming Stanley Show is being looked forward to with interest, inasmuch as manufacturers having any new features to introduce keep them quiet till then. The general belief, however, is that there will be few novelties next year, although there may be a good many improvements in details. So far, the chainless bicycle has not made much headway in this country, but it may be a sign of the times that at the Stanley Show this month three manufacturers will exhibit chainless bicycles—one an English, another an American, and the third a French-made machine. A Glasgow gentleman believes he has hit upon an idea that will lead to a development of the chainless cycle, but his contrivance may not be sufficiently advanced to be shown at the Stanley Exhibition.



Emery Specialties

SEND FOR CATALOGUE.



Cooke Hardware Co.

HAMILTON.

McCREADY'S

PERFECT HOCKEY SKATE



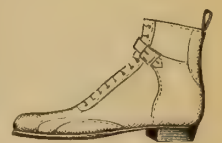
SEE THAT POINT?—It strengthens the blade, it is useful in stopping the puck; foot-plates are gauged to fit the boot and will not pull the heel or sole off—it is a hockey player's ideal.

| | | | | |
|-----------------|---|---|---|--------|
| Polished Steel, | - | - | - | \$3.50 |
| Nickelized, | - | - | - | \$4.50 |

McCREADY

PERFECT HOCKEY BOOT

All hand-made and manufactured expressly for us; of the very finest American Tan leather. Designed to give the wearer absolute comfort. Correct in shape and very strong. Made in two grades:



| | | | |
|---------------------|---|---|--------|
| A Grade, all sizes, | - | - | \$3.75 |
| B Grade, all sizes, | - | - | \$4.50 |

Our Stock of HOCKEY SUPPLIES is very complete.

WRITE OR CALL FOR QUOTATIONS

The R. A. McCREADY CO. Ltd.

LARGEST SPORTING GOODS HOUSE IN CANADA

147-149 YONGE ST., = TORONTO, ONT.

CHRISTMAS WINDOWS.

By Scott McKerrow.

WITH the festive season nearly upon us, we are prone to waken up to the necessity of doing something in the way of window display, or outward show, that will permit us to claim that we still have an interest in everyday affairs. There are merchants who attend to the adornment of their windows in about the same spasmodic manner that they attend to newspaper advertising—they have a Christmas window and a Christmas advertisement, which puts one in mind of the Hibernian, who, upon being recommended to try a feather-bed for comfort, took a feather and slept on it, and the next morning was heard saying: "If wan feather was as hard as that, what would a thousand be like?" And so does the annual window-dresser estimate the results of the time and labor expended. But there are others, and among them are those who know the value of window display, and give it the time and care that makes it a paying branch of the business.

No one can estimate the value of a well-dressed window, both as an advertisement as well as a silent salesman, but that window dressing ranks now amongst the greatest drawing-cards for a business is clearly proven by the high salaries paid window-dressing experts, who do nothing else but plan and tastily arrange window displays.

This holiday season calls for special effort on the part of the hardware trade in this direction, as there is no branch of trade that can offer more inducements in the way of useful presents, although many merchants, through continual association with their lines, have come to consider them commonplace. But merely mentioning cutlery, plated spoons and forks, carvers in cases, plated ware, carpet sweepers, sleighs, sleigh bells, whips, guns and ammunition, skates and hockey sticks, carpenters' and machinists' tools, fancy lamps and tables, etc., go to show what glorious possibilities are attainable by a little perseverance and enterprise.

To-day window dressing seems to be following other advertising schemes (for it is nothing more or less than advertising) in trying to obtain something startlingly attractive, even though it be foreign to the goods displayed for sale, and thus one of the large Chicago stores last Christmas had a "continuous show" going on in one of its windows. This to the smaller dealer is both impracticable and impossible, but there are many little attractive plans that are worth mentioning.

One of the most unique exhibits in hardware can be arranged, having as a basis of operation a suspension bridge, the floor of which is of plate glass, while the pillars can

be made of wood, painted grey, and sanded to represent granite stone. The cables can be neatly made of brass jack chain, or iron coil chain, while the platform of the bridge may have, artistically arranged, some of those nicknacks with which the realms of plated ware abound. In the arrangement of the above design attention to the minutest details is of vital importance, and to complete the structure a nicely printed sign, bearing the inscription, "Parties driving over this bridge faster than a walk will be prosecuted." The miniature river below the bridge can be easily made with a clear mirror plate, while the banks can be made of cotton batting to represent snow. If the side walls are of wood, mechanics' tools can be tastily sampled on in stars, crescents and circles, according to the mood of the window dresser.

Another very effective display can be made up with very little trouble and expense, and which, when properly done, that is, with some regard as to detail, never fails to be a drawing card, a subject for talk and criticism, and, what is most desirable, often effects sales that otherwise would never be made. I refer to the "old fireplace." To both old and young this is a never-failing attraction, for to the former, in our still primitive Canada, it is within the memories of many, those old days, when the burning, crackling log threw out its sparks and warmth, and once again they are young, and, sitting by it and watching its glow, can almost hear the wintry blast without. To the young, visions of reindeer and Santa Claus almost appear in reality to their excited minds, and the little ones often prove effective salesmen.

Where a big window is to be had this will show to the best advantage, and can be made of light scantlings as framework and covered with metallic brick siding at very little cost—not more than a couple of dollars. Every effort should be made to have all details complete—the mantelpiece, candle sticks, the old timepiece, while within the fireplace the swinging hook or chain, the cast iron pot and kettle, and the fire-dogs should not be missing, while beside the fireplace a spinning wheel will go far to complete the attraction. The fireplace should stand well in the background, having within a red-globed incandescent light, giving the whole a warm, ruddy glow, and above a card something like this, "Presents for Old and Young, and a Merry Christmas to All." Then goods for sale can be nicely arranged on the walls and floor of the window.

Another good hardware window consists of a dining table fitted out complete with plated knives, spoons and forks, and everything in plated ware that goes to complete a

fully equipped dinner service. This display is more suitable for an open window. By that I mean a window not having an inside or second window; but it is suitable for either, and especially where a window facing front has a side light sloping to the door; on this latter curtain fixtures (with shade) and a nice pair of lace curtains, or chenille curtains neatly draped, add greatly to the appearance and charm of this window, while the wall, with nice grate and over-mantel, or sideboard, tastily decked with plated goods, such as fruit and cake baskets, completes it. In this window, as in all others, the placing of a few plants, or palms, not only adds to its beauty and attractiveness, but gives a window a finished appearance that nothing else can do.

A window that would be of some value in a wooden country, and which would not come amiss even in districts that do not rank under that heading, came before my notice some time ago. It consisted of a miniature saw mill, perfect in detail, with small figures as men, the mill itself having the old-time



Enamelled Meat Choppers

of the Alexander Works can now be delivered promptly

Beware of Imitations. Don't take any other.

For sale by

Rice Lewis & Son, Toronto

Theile & Quack's

ENAMELLED MEAT CHOPPERS

EAGLE



For sale by

M. & L. Samuel, Benjamin & Co.
Toronto.

water-wheel, which revolved by the force of water piped from the house-tap, the water forming a little rivulet that meandered and trickled to the mill pond and on till lost to view. A perfect saw-mill yard; and the only thing in the way of an advertisement was a neatly-painted sign on the small mill-yard fence, inviting the public to buy their hardware, saws, axes and chains from Blank & Co., Blanktown, Ont.

A neat and attractive display can be arranged as "a hunters' camp." In one corner a few yards of cotton or canvas can be draped to represent a tent, the centre of the window to have two forks cut from sapplings, across which can be placed the limb of a tree having a pot suspended therefrom, with the charred remains of a camp fire; three or four fir trees can be placed so as to give it the appearance of bush, while the ground can be covered with cotton batting for snow. Beside the tent a camp outfit can be arranged, while near the fire guns and rifles can be stacked, and on the trees here and there shot pouches and cartridge belts may be carelessly hung; a few wild animals or birds help to complete the display, while cotton batting tied on threads in little tufts add the finishing touches to what cannot fail to be a very attractive window. And so I might go on, but the above few illustrations will suffice. But after you have got everything up to the "Queen's taste," as well as your own, you may be aggravated beyond measure to find your windows frosting on account of the cold weather setting in. This may be prevented by painting the glass with a solution of glycerine in 63 per cent. spirits of wine. Glycerine, like chloride of lime, has the property of absorbing water, and this action overcomes the difficulty. For small show windows sulphuric acid may be employed, as is done in Russia. This, however, is only efficacious when the windows are double. The cracks between the two window frames and around the edge are kept tightly sealed and several small vessels half filled with concentrated sulphuric acid are left in the space between the plates of glass. But the simplest and best cure for all frosting windows is to have a small electric fan playing near it continuously. The air is thus kept in motion and there is no chance for the frost to settle on the glass.

BACK TO HIS OLD LOVE.

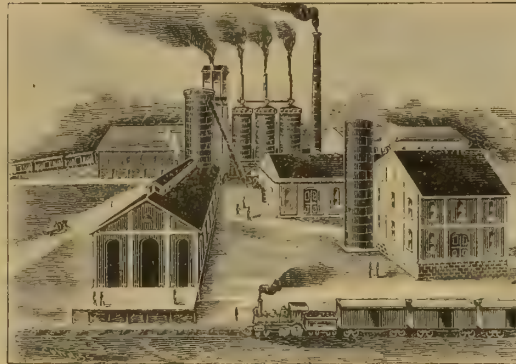
R. H. Blackmore has bought out the stock of Riden & Livesey, of St. Thomas, and will carry on the business in the same place. It is six years since he was in the hardware business, but he has decided to be in it again. He was in Toronto this week sorting up, and called in to subscribe to

THEILE & QUACK'S Hockey Skates



LAMPLOUGH & McNAUGHTON,
MONTREAL.

Stock on hand in Plated and Polished.



The Hamilton Blast
Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of

HIGH GRADE

Of...

PIG IRON.



BOECKH'S STANDARD

BRUSHES

The leading brushes
and handled by the
leading trade of the
Dominion.

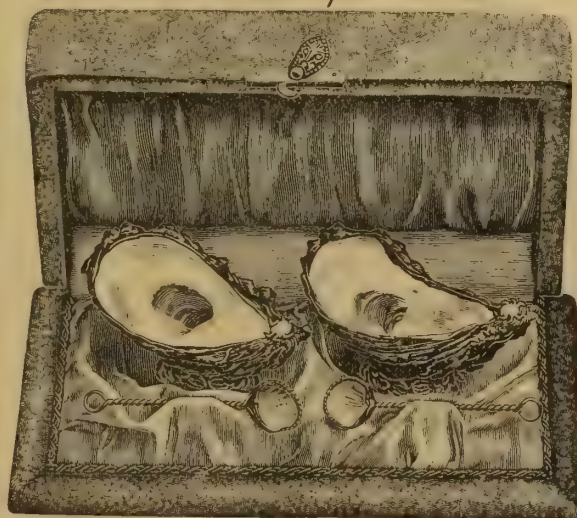
Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.



NATURAL OYSTER SHELLS

Mounted in Electro Plate, Gilt Finish.
Salt Spoons to match.

E. G. GOODERHAM, Manager and Sec.-Treas.

CHRISTMAS

Novelties

and

Specialties

A very large line at popular prices. Write for Supplementary Catalogue.

THE

Toronto Silver Plate Co.

Factories and Salesrooms:

King Street
West

TORONTO, CAN.

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

MONTREAL ROOFING COMPANY

MANUFACTURERS OF



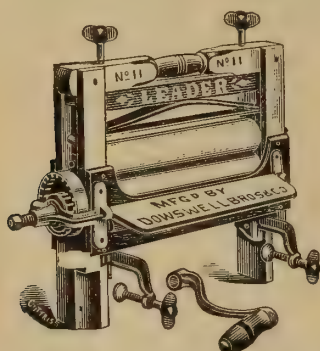
Improved Steam
Condensing Exhaust
Pipe Heads . . .

For attaching to Outlet of
Pipe above roof. . . .

OFFICE AND WORKS:

Cor. Latour St. and
Busby Lane

MONTREAL



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public.
Driven by an internal gear. Easy to operate.
Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Sporting Leading dealers in all
kinds of

Goods . .

**WINTER
SPORTING
GOODS**

COMPRISING—

Snowshoes, Mocassins, Skates,
Hockey Sticks, Punching Bags, etc.

Our **Hockey Sticks** are the finest
shapes on the market, and the prices right.
We are the leading house on **SNOWSHOES**
and our **MOCCASINS** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. W. FLATT & CO., general merchants, Greenway, Man., have been granted an extension of compromise.

A. Bunyan, general merchant, Salmon Arm, B.C., has assigned.

A. L. Stickney, general merchant, Riverbank, N.B., has assigned.

Hoover & Co., general merchants, Franklin, Man., have assigned.

T. Phillips & Co., stoves, tinware, and planing mill, Toronto, have assigned.

A meeting of the creditors of the Occidental Whip Co. has been called for to-day.

O. Brunet, general merchant, Coteau Landing, has compromised at 50c. on the dollar.

Goudreau, Felix & Frere, wholesale leather and findings, Quebec, have suspended.

A meeting of the creditors of Jos. Robert & Fils, lumber, Montreal, has been called for 24th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Barrie & Johnston, electric wire, etc., Montreal, have dissolved.

A. C. Leslie & Co., manufacturers' agents, Montreal, have dissolved.

Charles Smith & Son, general merchants, Martinville, Que., have dissolved.

Phillips, Seeley & Co., general merchants, Bath, N.B., have dissolved. E. D. R. Phillips continues.

Joseph M. and Euclid Masse have registered a partnership in Granby, Que., to carry on business as founders under the style of Masse & Masse.

Louis P. & Marie L. Pelletier have registered a partnership in Quebec to carry on a business as general merchants, under the style of L. P. Pelletier & Co.

E. S. Sweet & Co., general merchants, County Harbor, N.S., have dissolved. E.S. Sweet continues at County Harbor and S. B. Sweet at County Harbor Mines.

Alex. Barrie & Co., electric wire manufacturers, Montreal; Alex. Barrie registered as special partner and John Jamieson as special partner for \$2,500 to December 12, 1899.

SALES MADE AND PENDING

A. F. Duclos, general merchant, Duclos; assets sold.

The stock of Jessop & Co., general merchants, Blyth, has been sold.

The stock of D. Denis, general merchant, St. Simon, Que., has been sold.

E. T. Sibley, general merchant and saw mill, Wittenburg, N.S., is advertising plant for sale by auction.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

**Brass and
Iron Goods
Gas and Electric
Light Fixtures**

536-542 Craig Street,
MONTREAL.

WESTERN

Incorporated
1861.

ASSURANCE COMPANY

Fire and Marine

| | |
|---------------------|----------------|
| Capital, subscribed | \$2,000,000.00 |
| Capital - - - | 1,000,000.00 |
| Assets, over - - | 2,320,000.00 |
| Annual Income - - | 2,400,000.00 |

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

The Swansea Forging

SWANSEA
Near Toronto

Company, Limited

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

**Bicycle and Drop Forgings of all kinds,
etc., etc.**

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

The Star Manufacturing Co.

Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

WILLIAM HILL

.. Importer of ..

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue,
Bronzes, Alabastine.

327 St. James Street, **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

.. ISLAND CITY ..

**Paint and
Varnish Works**

.. Manufacturers of ..

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.

WORKS: 274 St. Patrick St., MONTREAL.

FOR SALE

in the Town of Brockville, Ont., the

FACTORY PREMISES

LATELY OCCUPIED BY THE

W. R. Gardner Tool Co., Ltd.

The Buildings—all of solid brick, and in first-class condition—are a three-story building, 83 x 40 ft., a one-story building, 40 x 40 ft., with an extension in rear of 30 x 25 ft., and a separate boiler and engine room, also a Goldie & McCulloch "Wheelock" Engine, 75 horse power. 85 horse power boiler, 3 inch line shaft about 140 ft. On the St. Lawrence. Good wharf, etc. Apply to

GEO. WEATHERHEAD, Brockville, or
The W. R. GARDNER TOOL CO. Sherbrooke,
Que.

R. DILLON,
Hardware Specialties,
OSHAWA, ONT.

Geo. E. Meek, hardware, Vancouver, is advertising to sell out.

The stock of E. P. Conley, tinsmith, Sherbrooke, has been sold.

The stock of R. Cochrane & Co., wholesale wagons, Winnipeg, is advertised for sale by tender.

The stock of J. P. Blais & Co., general merchants, Kamouraska, Que., has been sold at 52½c. on the dollar.

CHANGES.

A. C. Hawthorn is opening a general store at Medicine Hat.

Evans & Co., hardware, St. Thomas, have sold out to R. Blackmore.

Chris. Harper, general merchant, Port Elgin, N.B., is selling out.

A. Crunert, blacksmith, Yorkton, N. W. T., has sold out to Carl Hart.

G. H. Windsor, general merchant, Centuria, is to be succeeded by W. Bunt.

Routledge & Co., general merchants, Bridgeport, N.S., is asking an extension.

McKay & Co., agricultural implements, Morden, Man., have sold out to Adamson & Parker.

J. R. Elliott, general store and hardware, Lawrencetown, N.S., has sold out hardware branch to J. E. Shaffner.

FIRES.

The grain elevator of C. D. Fuller, grain, coal and lime, Aylmer, has been burned.

The premises of T. Trudeau, carriage maker, Montreal, have been damaged by fire; insured.

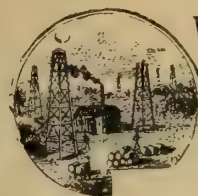
The premises of Beauchemin & Fils, engine works and threshing machine manufacturers, Sorel, have been damaged by fire.

DEATHS.

Wm. Powell, blacksmith, Victoria, is dead.

COUNTING POSTAL CARDS.

Two of the most interesting automata now working within the limits of the United States are, according to The Argosy, those used by the Government for counting and tying postal cards into small bundles. These machines were made in Connecticut, and the two are capable of counting 500,000 cards in 10 hours and wrapping and tying the same in packages of 25 each. In this operation the paper is pulled off a drum by two long "fingers" which come up from below, and another finger dips in a vat of mucilage and applies itself to the wrapping paper in exactly the right spot. Other parts of the machine twine the paper around the pack of cards and then a "thumb" presses over the spot where the mucilage is, and the package is thrown upon a carry belt ready for delivery.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon



**BROOM AND CORDAGE
WORKS.**

WELFORD BROS.

Manufacturers of

Brooms and Whisks, Leather, Web
and Rope Halters, Rope Cattle Ties,
Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

**Horseshoe
Vises ..**

One of the handiest winter tools in
a shoeing shop. Useful at all
times, they are indispensable in
winter.

A. B. JARDINE & Co.

HESPELER, ONT.



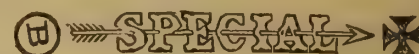
WADE & BUTCHER,
SHEFFIELD, ENGLAND.



OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 18, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

| | | |
|-------------------------------|------|------|
| Lamb and Flag— | | |
| 56 and 28 lb. ingots, per lb. | 0 16 | 0 00 |
| Straits | 0 16 | 0 00 |

Tin Plates.

Charcoal Plates—Bright.

| | | |
|---------------------------|----------|--|
| M.L.S., equal to Bradley. | Per box. | |
| I.C., usual sizes | \$5 00 | |
| I.X., " | 6 25 | |
| I.X.X., " | 7 50 | |

| | | |
|-------------|------|--|
| J.R. & Co.— | | |
| I.C. | 5 00 | |
| I.X. | 6 25 | |
| I.X.X. | 7 50 | |

| | | |
|-----------------------|------|------|
| Raven & P. D. Grades— | | |
| I.C., usual sizes | 3 75 | 4 00 |
| I.X., " | 4 75 | 5 00 |
| I.X.X., " | 5 75 | 6 00 |
| I.X.X.X., " | 6 75 | 7 00 |
| D.C., 12x17 | 3 50 | 3 75 |
| D.X., " | 4 50 | 4 75 |
| D.X.X., " | 5 75 | 6 10 |

NOTE.—Other brands might be shaded by 5c per box.

Coke Plates—Bright.

| | | |
|---------------------|------|--|
| Bessemer Steel— | | |
| I.C., usual sizes | 3 00 | |
| I.C., special sizes | 3 15 | |
| 20x28 | 6 25 | |

Charcoal Plates—Terne.

| | | |
|------------------------|------|--|
| Dean or J. G. Grade— | | |
| I.C., 20x28, 12 sheets | 6 00 | |
| I.X., Terne Tin | 8 00 | |
| I.X., Orion | 8 00 | |

Charcoal Tin Boiler Plates.

| | | |
|---------------------------|----------|------|
| Cookley Grade— | | |
| X.X., 14x56, 50 sheet bxs | | |
| " 14x60, " | 0 05 1/4 | 0 06 |
| " 14x65, " | | |

Tinned Sheets.

| | | |
|----------------------|----------|----------|
| 72x30 up to 24 gauge | 0 06 | 0 06 |
| 26 " | 0 06 1/2 | 0 07 |
| 28 " | 0 07 1/4 | 0 07 1/2 |
| Allendale, I.C. | 2 90 | 3 00 |
| I.X. | 3 65 | 3 75 |

Iron and Steel.

| | | |
|-------------------------------|-------------|------|
| Common Bar, per 100 lbs | Base Price. | |
| Refined | 1 65 | |
| Horse Shoe | 2 35 | 2 65 |
| Band " | 2 60 | 2 75 |
| Hoop " | 2 25 | 2 25 |
| Swedish " | 4 00 | 4 25 |
| Sleigh Shoe Steel | 2 50 | |
| Tire Steel | 3 00 | 3 25 |
| Machinery | 2 75 | 3 00 |
| Cast Steel, per lb | 0 10 | 0 14 |
| Russian Sheet, per lb | 0 10 1/2 | 0 11 |
| Tank Plates, 1-5 and thicker. | 2 00 | 2 25 |
| Boiler Rivets | 4 50 | 5 00 |

Boiler Tubes.

| | | |
|------------|----------|--|
| 1 1/2-inch | 0 08 1/2 | |
| 2 " | 0 07 1/2 | |
| 2 1/2 " | 0 09 1/4 | |
| 3 " | 0 11 | |

Steel Boiler Plate.

| | | |
|----------|------|--|
| 1/2 inch | 2 45 | |
| 3/4 " | 2 35 | |

3/4 inch and thicker..... 2 25

Sheet Iron.

| | | |
|----------------------|------|------|
| 16 gauge and heavier | 2 50 | 2 70 |
| 18 to 20 gauge | 2 25 | 2 50 |
| 22 to 24 " | 2 30 | |
| 26 " | 2 40 | |
| 28 " | 2 55 | |

Canada Plates.

| | | |
|---------------------|------|------|
| All dull, 52 sheets | 2 50 | |
| Half polished | 2 50 | 2 60 |
| All bright | 3 10 | 3 25 |

Iron Pipe.

| | | |
|---|--|--|
| Wrought, 1/4 in., 65 p.c.: 3/8 to 1/2, 67 1/2 p.c.: 1/2 to 1 in., 70 and 5 p.c.: 1 1/4 to 1 1/2, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c. | | |
| Galvanized, 50 and 5 p.c. | | |
| Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c. | | |

Galvanized Iron.

Queen's Head or equal grades, in small lots:

| | | |
|----------------|----------|----------|
| 16 gauge | 0 04 1/4 | 0 04 1/2 |
| 18 to 24 gauge | 0 04 1/4 | 0 04 1/2 |
| 26 " | 0 04 1/4 | 0 04 1/2 |
| 28 " | 0 04 1/4 | 0 04 1/2 |

NOTE.—Case lots 1/4 cent per pound less.

Chain.

| | | |
|-----------------------------------|------|--|
| Proof Coil, 3-16 in., per 100 lbs | 6 00 | |
| " 1/4 " | 4 75 | |
| " 5-16 " | 4 00 | |
| " 3/8 " | 3 75 | |
| " 7-16 " | 3 35 | |
| " 1/2 " | 3 25 | |
| " 9-16 " | 2 95 | |
| " 3/4 " | 2 85 | |
| " 1 " | 2 75 | |

| | | |
|--------------------------|------|------|
| Trace, per doz. pairs | 3 60 | 5 90 |
| German coil, per 100 ft. | 1 65 | 2 70 |

| | | |
|---|------|------|
| Jack chain, iron, single, per doz. yards | 0 13 | 0 50 |
| Jack chain, double, per doz. yards | 0 15 | |
| Jack chain, brass, single, per doz. yards | 0 20 | 10 |

Copper.

| | | |
|-------------------------|----------|------|
| Ingot. | 0 11 1/4 | 0 12 |
| English B. S., ton lots | | |
| Lake Superior | | |

| | | |
|---|------|------|
| Bolt or Bar. | 0 20 | 0 22 |
| Cut lengths, round, 1/2 to 3/4 in. round and square | 0 18 | 0 19 |
| 1 to 2 inches | 0 18 | 0 19 |

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

| | | |
|--|----------|----------|
| Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 | 0 14 1/2 | 0 15 |
| Untinned, 14 oz., and light, 16 oz., irregular sizes | 0 15 | 0 16 1/2 |

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

| | | |
|---------------------------------------|----------|----------|
| Planished and tinned, 14x48 and 14x60 | 0 25 | 0 27 |
| Braziers. (In sheets.) | | |
| 4x6 ft. 25 to 30 lbs. ea., per lb. | 0 17 | 0 18 |
| 35 to 45 " | 0 15 | 0 15 1/2 |
| 50 lb. and above, " | 0 14 1/2 | 0 16 |

| | | |
|-------------------------|------|--|
| Boiler and T. K. Pitts. | 0 21 | |
| Plain Tinned, per lb | 0 21 | |
| Spun, per lb | 0 25 | |

Wire.

| | | |
|---|--|--|
| Pure, in coils— | | |
| From 1 to 20 gauge, 12 1/2 p.c. off list. | | |
| From 20 gauge up, 12 1/2 p.c. off list. | | |

Brass.

| | | |
|---|------|------|
| Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list. | | |
| Best, hard-rolled, 2x4 ft. | 0 21 | 0 23 |

Zinc Spelter.

| | | |
|-----------------|----------|----------|
| Foreign, per lb | 0 04 1/2 | 0 04 3/4 |
| Domestic " | 0 03 3/4 | 0 04 |

Zinc Sheet.

| | | |
|--------------|----------|--|
| 5 cwt. casks | 0 05 1/4 | |
| Part casks | 0 05 1/2 | |

Lead.

| | | |
|--|----------|----------|
| Imported Pig, per lb | 0 03 1/4 | 0 03 1/2 |
| Domestic, per lb | 0 02 3/4 | 0 02 3/4 |
| Bar, 1 lb. | 0 04 1/2 | 0 04 1/2 |
| Sheets, 2 1/2 lbs. sq. ft., by roll. | 0 04 1/2 | 0 04 1/2 |
| Sheets, 3 to 6 lbs., per sq. ft., by roll. | 0 04 | 0 04 1/4 |

NOTE.—Cut sheets 1/2 cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7 1/2 cents.

Solder.

| | | |
|-------------------|----------|------|
| Bar half-and-half | 0 12 1/2 | 0 13 |
| Standard | 0 11 1/2 | 0 12 |
| Wire | 0 17 | 0 19 |

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

| | | |
|----------------------|------|----------|
| Cookson's, per lb | 0 09 | 0 09 1/2 |
| Other makes, per lb. | 0 08 | 0 08 1/2 |

Anti-Friction Metal.

| | | |
|----------------|---------|--|
| "Beaver" brand | Per lb. | |
| | \$0 20 | |

White Lead.

| | | |
|---|---------|------|
| Pure, Assoc. guarantee, ground in oil. | Per cwt | |
| 25 lb. irons | \$4 50 | 4 75 |
| No. 1 do | 4 25 | |
| No. 2 do | 4 00 | |
| No. 3 do | 3 75 | |
| Brandram Bros. Genuine | 6 00 | |
| " Decorative | 5 75 | |
| " No. 1 | 5 10 | |
| (f.o.b. Halifax, St. John, Montreal, Toronto) | | |
| James' genuine | 5 75 | |
| No. | 5 25 | |

Prepared Paints.

| | | |
|----------------------------------|------|------|
| (In 1/4, 1/2 and 1 gallon tins.) | | |
| Pure, per gallon | 1 00 | |
| Second qualities, per gallon | 0 90 | |
| Barn (in bls.) | 0 70 | 0 90 |
| Sherwin-Williams | 1 20 | |

Colors in Oil.

| | | |
|----------------------------------|------|--|
| (25 lb. tins, Standard Quality.) | | |
| Venetian Red, per lb | 0 07 | |
| Chrome Yellow | 0 11 | |
| Golden Ochre | 0 06 | |
| French | 0 05 | |
| Marine Black | 0 09 | |
| " Green | 0 09 | |
| Chrome | 0 08 | |
| French Imperial Green | 0 19 | |

Colors, Dry.

| | | |
|---------------------------------------|------|------|
| Yellow Ochre (J. C.) bls. per cwt | 1 35 | 1 40 |
| Yellow Ochre (J.F.L.S.), bls. per cwt | 2 75 | |
| Yellow Ochre (Royal), per cwt | 1 10 | 1 15 |
| Venetian Red (best), per cwt | 1 80 | 1 90 |
| English Oxides, per cwt | 3 00 | 3 25 |
| American Oxides, per cwt | 1 75 | 1 90 |
| Canadian Oxides, per cwt | 1 75 | 1 90 |
| Paris Green, per lb | | |
| " 100 lb. drums | | |
| Burnt Sienna, pure, per lb. | 0 10 | |
| do. Umber | 0 10 | |
| do. aw | 0 09 | |
| Drop Black, pure | 0 08 | |
| Chrome Yellows, pure | 0 18 | |
| Chrome Greens, pure, per lb. | 0 12 | |
| Golden Ochre | 1 35 | |

Varnishes.

(In bbls.)

| | | |
|------------------------------|------|------|
| No. 1 Furniture, per gal | 0 90 | |
| Extra | 0 85 | |
| Brown Japan | 0 85 | |
| Brown Japan, Turpentine, p.g | 1 30 | |
| No. 1 Carriage, per gal | 1 30 | |
| Gold Size Japan | 1 00 | 1 20 |
| Pure Orange Shellac | 1 95 | 2 15 |
| Hard Oil Finish | | 13 0 |
| Oil Shellac | | 11 1 |
| White Shellac | | 2 35 |

Linseed Oil.

| | | |
|--|------|------|
| Raw, per gal | 0 47 | 0 48 |
| Boiled, per gal | 0 49 | 0 50 |
| Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London. | | |

Turpentine.

| | | |
|--|------|--|
| 5 to 9 barrels | 0 42 | |
| 1 to 4 " | 0 43 | |
| Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London. | | |

Castor Oil.

| | | |
|------------------|----------|----------|
| In cases, per lb | 0 08 1/4 | 0 08 1/2 |
| Small lots | 0 08 1/4 | 0 09 |

Cod Oil.

| | | |
|-------------------|------|---|
| Cod Oil, per gal. | 0 50 | 0 |
|-------------------|------|---|

Glue.

(In bbls.)

| | | |
|---|----------|----------|
| Common | 0 07 1/4 | 0 08 |
| French Medal | 0 10 | 0 10 1/2 |
| Cabinet, sheet | 0 11 | 0 12 |
| White, extra | 0 16 | 0 18 |
| Gelatin | 0 20 | 0 30 |
| Strip | 0 16 | 0 18 |
| Coopers | 0 19 | 0 20 |
| Al clear | | 0 09 |
| Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list. | | |

HARDWARE.

Ammunition.

| | | |
|---|--|--|
| Cartridges. | | |
| B. B. Caps, Dom., 50 and 5 per cent. | | |
| Rim Fire Pistol, dis. 45 p. c., Amer. | | |
| Rim Fire Cartridges, Dom., 50 and 5 p. c. | | |
| Rim Fire, Military, net list, Amer. | | |
| Central Fire Pistol and Rifle, 18 per cent. Amer. | | |
| Central Fire Cartridges, pistol sizes, Dom. 30 per cent. | | |
| Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent. | | |
| Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer. | | |
| Loaded and empty Shells, "Trap and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p.c. | | |
| Shot. | | |
| Canadian, common, 17 1/2 per cent. | | |
| Brass Shot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent. | | |

Wads.—Baldwin's

| | | |
|---|--------|------|
| Best thick white felt wadding, in 1/2 lb. bags | per lb | 1 00 |
| Best thick brown or grey felt wads, in 1/2 lb. bags | | 0 70 |
| Best thick white card wads, in boxes of 500 each, 12 and smaller gauges | | 0 0 |
| Best thick white card wads, in boxes of 500 each, 10 gauge | | 0 35 |
| Best thick white card wads, in boxes of 500 each, 8 gauge | | 0 55 |
| Thin card wads, in boxes of 1,000 each, 12 and smaller gauges | | 0 20 |
| Thin card wads, in boxes of 1,000 each, 10 gauge | | 0 26 |
| Thin card wads, in boxes of 1,000 each 8 gauge | | |

| | | |
|--|------|---|
| hemically prepared black edge grey cloth wads, in boxes of 250 each— | Pe | M |
| 11 and smaller gauge | 0 65 | |
| 9 and 10 gauges | 0 75 | |
| 7 and 8 gauges | 0 90 | |
| 5 and 6 gauges | 1 10 | |
| Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each— | | |
| 11 and smaller gauge | 1 15 | |
| 9 and 10 gauges | 1 40 | |
| 7 and 8 gauges | 1 65 | |
| 5 and 6 gauges | 1 90 | |

Anvils.

| | | |
|-------------------------------|-------|-------|
| Per lb. | 0 10 | 0 12½ |
| Anvil and Vice combined, each | 4 50 | |
| Wilkinson & Co.'s Anvils, lb. | 0 09 | 0 09½ |
| Wilkinson & Co.'s Vices, lb. | 0 09½ | 0 10 |

Augers.

| | | |
|---|-------|-------|
| Gilmour's, discount 50 per cent. | | |
| Hollow Stearn's, per dozen | 13 00 | 20 00 |
| Adjustable Stearn's, each | 5 50 | 6 50 |
| Post-hole, Vaughan's, each | 1 35 | 1 60 |
| Excelsior, Jennings', discount 50 per cent. | | |

Awls.

| | | |
|----------------------|------|------|
| Sewing, per gross | 0 65 | 1 59 |
| Pegging, " " | 0 65 | 1 25 |
| Brad, " " | 0 85 | 1 60 |
| " handled, per gross | 3 60 | 4 30 |
| Saddler's, per gross | 0 45 | 1 60 |

Awl Hafts.

| | | |
|-----------------------|------|------|
| Patent Peg, per gross | 7 25 | 8 00 |
| Sewing, per gross | | |

Awl and Tool Sets.

| | | |
|--------------------------|------|------|
| Millar's Falls, per doz. | 2 80 | 3 30 |
|--------------------------|------|------|

AXES.

| | | |
|----------------|------|-------|
| Splitting Axes | 5 25 | 5 50 |
| Chopping Axes— | | |
| Black Prince | 7 25 | 7 50 |
| Forest Clipper | 7 25 | 7 50 |
| Lance | 8 50 | 9 00 |
| Mann's | 8 00 | 8 25 |
| Maple Leaf | 9 50 | 10 00 |
| Hand Made | 7 50 | 7 75 |
| Climax | 8 00 | 8 25 |
| Phantom | 8 25 | 8 50 |

Axle Grease.

| | | |
|-----------|------|-------|
| Per gross | 7 00 | 13 00 |
|-----------|------|-------|

Bath Tubs.

| | | |
|---|------|------|
| inc discount | 3 90 | 4 00 |
| opper, discount, 40 and 10 p.c. off revised list. | | |
| teel clad, 20 per cent. discount. | | |

Bells.

| | | |
|-----------------------------|--|--|
| Hand. | | |
| Brass, 65 to 66½ per cent. | | |
| Nickel, 60 to 62½ per cent. | | |

Door.

| | | |
|-----------------------------------|------|---|
| Gon | 5 50 | 8 |
| " Sargent's | | |
| Peterboro', discount 50 per cent. | | |

Cow.

| | | |
|--|--|--|
| American make, discount 66½ per cent. | | |
| Canadian, discount 45 and 50 per cent. | | |

Farm.

| | | |
|----------------|------|------|
| American, each | 1 25 | 3 00 |
|----------------|------|------|

House.

| | | |
|------------------|------|------|
| American, per lb | 0 35 | 0 40 |
|------------------|------|------|

Bellows.

| | | |
|----------------|------|------|
| Hand, per doz. | 3 35 | 4 75 |
|----------------|------|------|

| | | |
|--------------------|------|-------|
| Moulders, per doz. | 7 50 | 10 00 |
|--------------------|------|-------|

| | | |
|-------------------------------------|--|--|
| Blacksmiths', discount 60 per cent. | | |
|-------------------------------------|--|--|

Belting.

| | | |
|----------------------------|--|--|
| Extra, 40 and 10 per cent. | | |
|----------------------------|--|--|

| | | |
|---------------------------------------|--|--|
| No. 1, leather, discount 60 per cent. | | |
|---------------------------------------|--|--|

| | | |
|------------------------|--|--|
| Standard, 55 per cent. | | |
|------------------------|--|--|

| | | |
|------------------------------------|--|--|
| Agricultural, 65 and 10 to 70 p.c. | | |
|------------------------------------|--|--|

Bench Stops.

| | | |
|---------|------|------|
| Per doz | 5 00 | 6 00 |
|---------|------|------|

Bits.**Auger.**

| | | |
|--|--|--|
| Gilmour's, discount 65 and 5 per cent. | | |
|--|--|--|

| | | |
|----------------------------------|--|--|
| Excelsior, discount 60 per cent. | | |
|----------------------------------|--|--|

| | | |
|---|--|--|
| Rockford Common, 65 to 65 and 5 per cent. | | |
|---|--|--|

| | | |
|-----------------------------------|--|--|
| " Perfection, 50 and 10 per cent. | | |
|-----------------------------------|--|--|

| | | |
|--|--|--|
| Jennings' Gen., net list to 5 p.c. discount. | | |
|--|--|--|

Car.

| | | |
|--------------------------------|--|--|
| Gilmour's, 47½ to 50 per cent. | | |
|--------------------------------|--|--|

Expansive.

| | | |
|-----------------------|--|--|
| Clark's, 20 per cent. | | |
|-----------------------|--|--|

| | | |
|-------------------------|--|--|
| Excelsior, 10 per cent. | | |
|-------------------------|--|--|

Gimlet.

| | | |
|------------------|------|------|
| Clark's, per doz | 0 65 | 0 90 |
|------------------|------|------|

| | | |
|--------------------------|------|------|
| Diamond, Shell, per doz. | 1 00 | 1 50 |
|--------------------------|------|------|

| | | |
|--------------------------|------|------|
| Nail and Spike per gross | 2 25 | 5 20 |
|--------------------------|------|------|

Blind Rollers.

| | | |
|----------------|------|------|
| Annex, per doz | 1 25 | 1 75 |
|----------------|------|------|

| | | |
|--------------|------|------|
| Mascott, " " | 1 35 | 1 85 |
|--------------|------|------|

| | | |
|--------------|------|------|
| Erminie, " " | 1 12 | 1 20 |
|--------------|------|------|

Blind and Bed Staples.

| | | |
|---------------|------|------|
| sizes, per lb | 0 11 | 0 15 |
|---------------|------|------|

Bolts.

| | | |
|-------------------------------------|--|--|
| Carriage, dis. 60 p.c. off new list | | |
|-------------------------------------|--|--|

| | | |
|--------------------------------|--|--|
| Tire, dis. 65 and 10 per cent. | | |
|--------------------------------|--|--|

| | | |
|---|--|--|
| Stove, dis. 60 and 10 per cent. | | |
| Elevator, dis. 35 to 40 per cent. | | |
| Machine, dis. 55 and 5 p.c. off new list. | | |
| Coach Screws, dis. 65 and 5 p.c. | | |

Boring Machines.

| | | |
|------------------------------|------|------|
| Complete, with augers, each. | 5 00 | 7 50 |
|------------------------------|------|------|

Braces.

| | | |
|------------------|-------|-------|
| Barbers | 6 00 | 7 75 |
| Barber's Ratchet | 10 00 | 11 00 |
| Farmers' | 2 00 | 2 75 |
| Millar's Falls | 15 50 | 29 00 |

Brackets.**Shelf.**

| | | |
|-----------------------------|------|------|
| Japanned Canadian, per doz. | | |
| pairs | 0 50 | 3 40 |
| Berlin Bronze Canadian | 0 85 | 3 20 |

Broilers.

| | | |
|---|------|-------|
| Light, dis. 65 to 67½ per cent. | | |
| Reversible, dis. 65 to 67½ per cent. | | |
| Vegetable, per doz., dis. 37½ per cent. | | |
| Yenis, No. 8 | 6 00 | |
| Henis, No. 9 | 7 00 | |
| Queen City | 7 50 | 10 00 |

Butchers' Cleavers.

| | | |
|--------------------------|------|--|
| From 8 to inch, per doz. | 4 23 | |
|--------------------------|------|--|

Butts.**Brass.**

| | | |
|--|--|--|
| Wrought Brass, dis. 17½ p.c. revised list. | | |
|--|--|--|

Cast Iron.

| | | |
|---|--|--|
| Loose Pin, dis. 60 and 10 to 65 and 2½ p.c. | | |
|---|--|--|

Wrought Steel.

| | | |
|---|--|--|
| Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c. | | |
|---|--|--|

| | | |
|---|--|--|
| Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c. | | |
|---|--|--|

| | | |
|---|--|--|
| Berlin Bronzed, dis. 70, 70 and 5 per cent. | | |
|---|--|--|

| | | |
|------------------------|------|------|
| Gen. Bronzed, per pair | 0 40 | 0 65 |
|------------------------|------|------|

Can Openers.

| | | |
|-----------------|------|-------|
| Acme, per gross | 9 00 | 10 00 |
|-----------------|------|-------|

| | | |
|---------------------------|------|------|
| Sardine Scissors, per doz | 3 75 | 4 50 |
|---------------------------|------|------|

Card.

| | | |
|---------------|------|------|
| Horse, per do | 0 60 | 1 00 |
|---------------|------|------|

Carpet Stretchers.

| | | |
|-------------------|------|------|
| American, per doz | 1 00 | 1 50 |
|-------------------|------|------|

| | | |
|-------------------|------|--|
| Bullards, per doz | 6 50 | |
|-------------------|------|--|

Carpet Sweepers.

| | | |
|------------------|-------|--|
| Bissell, per doz | 22 50 | |
|------------------|-------|--|

| | | |
|------------|-------|--|
| World, " " | 21 75 | |
|------------|-------|--|

| | | |
|------------|-------|--|
| Daisy, " " | 24 00 | |
|------------|-------|--|

| | | |
|-----------|-------|--|
| Star, " " | 18 00 | |
|-----------|-------|--|

| | | |
|-----------------------|-------|--|
| Crown Jewel, per doz. | 29 00 | |
|-----------------------|-------|--|

| | | |
|-------------------|-------|-------|
| Grand Rapids, " " | 30 00 | 33 00 |
|-------------------|-------|-------|

Cartridges.**(See Ammunition.)****Castors.**

| | | |
|--|--|--|
| Bed new list, dis. 55 to 57½ per cent. | | |
|--|--|--|

| | | |
|---------------------------------|--|--|
| Plate, dis. 55 to 57½ per cent. | | |
|---------------------------------|--|--|

Cattle Leaders.

| | | |
|---------------------------|------|-------|
| Nos. 31 and 32, per gross | 8 50 | 11 25 |
|---------------------------|------|-------|

Cement.

| | | |
|-------------------------|------|--|
| Portland, car-load lots | 2 75 | |
|-------------------------|------|--|

| | | |
|--------------|------|--|
| Thorold, " " | 1 10 | |
|--------------|------|--|

| | | |
|-----------------|------|--|
| Queenstown, " " | 1 10 | |
|-----------------|------|--|

| | | |
|--------------|------|--|
| Napanee, " " | 1 10 | |
|--------------|------|--|

Chalk.

| | | |
|--------------------------------|------|------|
| Carpenters' Colored, per gross | 0 45 | 0 75 |
|--------------------------------|------|------|

| | | |
|---------------------|------|------|
| White lump, per cwt | 0 60 | 0 65 |
|---------------------|------|------|

| | | |
|----------|------|------|
| Red, " " | 0 05 | 0 06 |
|----------|------|------|

| | | |
|-------------------|------|------|
| Crayon, per gross | 0 14 | 0 18 |
|-------------------|------|------|

Chisels.**Socket, Framing and Firmer.**

| | | |
|------------------------------------|--|--|
| American, dis. 75 to 77½ per cent. | | |
|------------------------------------|--|--|

| | | |
|-----------------------------------|--|--|
| Canadian, dis. 35 to 40 per cent. | | |
|-----------------------------------|--|--|

| | | |
|------------------------|------|------|
| Tanged firmer, per doz | 0 85 | 4 00 |
|------------------------|------|------|

Churns.

| | | |
|--|--|--|
| Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent. | | |
|--|--|--|

| | | |
|-------------|------|--|
| Steel, net. | 3 00 | |
|-------------|------|--|

Clamps.

| | | |
|---------------------------|--|--|
| Judds', dis. 20 per cent. | | |
|---------------------------|--|--|

| | | |
|-------------------|------|-------|
| Stearns', per doz | 3 00 | 10 00 |
|-------------------|------|-------|

Clips.

| | | |
|-------------------------|--|--|
| Axle, dis. 65 per cent. | | |
|-------------------------|--|--|

Coffee Mills.

| | | |
|-----|------|-------|
| Box | 3 60 | 13 00 |
|-----|------|-------|

| | | |
|------|------|------|
| Side | 3 60 | 4 00 |
|------|------|------|

| | | |
|-------------------|------|--|
| Enterprise, No. 0 | 1 35 | |
|-------------------|------|--|

| | | |
|---------|------|--|
| " No. 2 | 2 70 | |
|---------|------|--|

Compasses, Dividers, Etc.

| | | |
|------------------------------------|--|--|
| American, dis. 62½ to 65 per cent. | | |
|------------------------------------|--|--|

Cradles, Grain.

| | | |
|--------------------------|--|--|
| nadian dis. 25 per cent. | | |
|--------------------------|--|--|

Dies.

| | | |
|---|--|--|
| Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent. | | |
|---|--|--|

| | | |
|--|--|--|
| Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent. | | |
|--|--|--|

Door Springs.

| | | |
|----------------------------------|------|--|
| Torrey's Rod, per doz. (15 p.c.) | 2 00 | |
|----------------------------------|------|--|

| | | |
|---------------|------|------|
| Coil, per doz | 0 88 | 1 60 |
|---------------|------|------|

| | | |
|------------------|------|------|
| English per doz. | 2 00 | 4 00 |
|------------------|------|------|

Draw Knives.

| | | |
|------------------------------------|--|--|
| American, dis. 70 and 10 per cent. | | |
| Canadian, dis. 70 to 35 per cent. | | |

Drills.**Hand and Breast.**

| | | |
|-------------------------------|-------|-------|
| Millar Falls, per doz. | 16 00 | 51 50 |
| P. S. & W., dis. 40 per cent. | | |

DRILL BIT.

| | | |
|-----------------------------------|--|--|
| Morse, dis. 37½ to 40 per cent. | | |
| tandard, dis. 17½ to 50 per cent. | | |

ELBOWS.**Stovepipe.**

| | | |
|-----|----|------|
| doz | 90 | 1 75 |
|-----|----|------|

FAWCETS.

| | | |
|-----------------------------------|------|------|
| Cork Lined, per doz. | 0 30 | 0 |
| Wine, per doz. | 1 30 | 3 25 |
| Star, | 2 80 | 3 90 |
| Fenn's Corkstops, No. 2, per doz. | | |
| Petroleum, per doz | 4 50 | 1 70 |
| | | 6 50 |

FILES AND RASPS.

| | | |
|--|--|--|
| Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent. | | |
| Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent. | | |
| Black Diamond, 50 and 10 per cent. | | |
| Kearney & Foote, 60 and 10 per cent. | | |
| Nicholson File Co., 50 and 10 per cent. | | |
| Heller's Horse Rasps, 45 per cent. | | |
| Jowitt's, English list, 25 to 30 per cent. | | |

FLUTING MACHINES.

| | | |
|------|------|------|
| Each | 0 60 | 2 00 |
|------|------|------|

FORKS.

| | | |
|---|--|--|
| Hay, manure, etc., dis. 60 to 60 and 10 p.c., revised list. | | |
|---|--|--|

FREEZERS.**Ice Cream.**

| | | |
|---|--|--|
| Gem, dis. 57½ to 60 per cent. | | |
| Shepard's Lightning, dis. 50 to 50 and 10 per cent. | | |

FRUIT PRESSES.

| | | |
|---|------|----|
| Henis', per doz | 3 25 | 50 |
| Enterprise, dis. 10 per cent. | | |
| Shepard's Queen City, dis. 15 per cent. | | |

FRY PANS.

| | | |
|--------------------------------|--|--|
| Acme, dis. 62½ to 65 per cent. | | |
|--------------------------------|--|--|

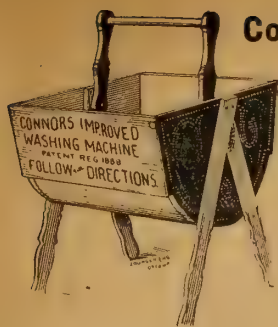
GAUGES.**Marking, Mortise, Etc.**

| | | |
|------------------------------------|--|--|
| Stanley's, dis. 50 to 55 per cent. | | |
|------------------------------------|--|--|

Wire Gauges.

| | | |
|-----------------|------|------|
| Winn's, Nos. 26 | 1 65 | 2 40 |
|-----------------|------|------|

| | | | | | | | |
|---|-------------|--|-------------|--|--------------|--|------------|
| KNIVES. | | PLANE IRONS. | | SCRAPERS. | | Swedes, upholsterers', American (1 to 6 oz), 65 p.c. | |
| Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent. | | English, per doz. | 2 00 5 | Box, per doz. | 2 10 4 50 | Swedes, upholsterers', American (8 to 24 oz), 70 p.c. | |
| Christie, \$7.00 net. | | PLIERS AND NIPPERS. | | SCREENS. | | Swedes, carpet, gimp, lace brush, blued and tinned. | 35 |
| Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent. | | Button's Genuine, per doz. pairs, dis. 37½ 40 p.c. | | Window, patent, per doz. | 3 50 4 50 | Zinc tacks. | 35 |
| Lightning, per doz. | 6 50 8 40 | Button's Imitation, per doz. | 5 00 9 00 | Door, per doz. | 8 75 9 00 | Copper tacks and nails. | 60 |
| Heath's, 52½ p.c. | | German, per doz. | 0 60 2 60 | SCREW DRIVERS. | | Leather carpet tacks. | 30 |
| LADLES. | | PLUMBS AND LEVELS. | | Sargent's per doz. | 0 65 4 00 | Trunk nails, black and tinned. | 65 |
| Melting, per doz. | 1 70 4 50 | R. & L. Co., dis. 70 and 10 p.c. | | SCREWS. | | Clout nails. | 66½ |
| LEMON SQUEEZERS. | | POPPERS. | | Wood, F. H., iron, and steel, dis. 80 & 10 p.c. and 10. | | Lining nails in papers. | 45 |
| Porcelain lined, per doz. | 2 20 5 60 | Corn, square, per doz. | 1 35 2 00 | Wood, R. H., " dis. 75 and 10 and 10 p.c. | | " " in bulk. | 15 |
| Galvanized, " " " " " " | 1 87 3 85 | PRUNING SHEARS. | | " F. H., brass, dis. 77½ and 10 and 10 p.c. | | " " solid heads, in bulk. | 42½ |
| King, wood, " " " " " " | 2 75 2 90 | Per doz. | 4 00 5 50 | " R. H., " dis. 72½ and 10 and 10 p.c. | | Saddle nails in papers. | 10 |
| " glass, " " " " " " | 4 00 4 50 | PULLEYS. | | Diamond point wood screw nails, bright, dis. 77½ and 20 p.c. | | " " in bulk. | 15 |
| A glass, " " " " " " | 1 20 1 30 | Hothouse, per doz. | 0 55 1 00 | Bench, wood, per doz. | 3 25 4 00 | Tinned capped trunk nails. | 15 |
| LINES. | | Axle " " " " " " | 0 22 0 33 | " iron, " " " " " " | 4 25 5 75 | Double pointed tacks, discount 90 to 90 and 12½ p.c. | |
| Fish, per gross. | 1 05 2 50 | Screw " " " " " " | 0 27 1 00 | SCYTHES. | | TAPE LINES. | |
| Chalk, " " " " " " | 1 90 7 40 | Awning " " " " " " | 0 35 2 50 | Discount, 60 and 10 p.c. revised list. | | English, ass skin, per doz. | 2 75 5 00 |
| LOCKS. | | PUMPS. | | SCYTHE SNATHS. | | English, Patent Leather " " " " | 5 50 9 75 |
| Canadian, dis. 50 p.c. | | Rumsey or Canadian cistern, 60 to 65 p.c. | | Canadian, dis. 40 to 45 p.c. | | Chesterman's, each " " " " | 0 90 2 85 |
| Russell & Erwin, per doz. | 1 75 7 50 | Pitcher spout, 70 to 70 and 5 p.c. | | SHEARS | | steel, each " " " " | 0 80 8 00 |
| Cabinet, " " " " " " | | Canadian cistern, 60 to 62½ p.c. from factory. | | B. & W., japanned, dis. 75 p.c. | | THERMOMETERS. | |
| Eagle, dis. 27½ p.c. | | Canadian pitcher spout, 70 to 70 and 5 p.c. from factory. | | B. & W. N.P., dis. 65 p.c. | | Tin case and dairy, dis. 75 to 75 and 10 p.c. | |
| Padlock. | | PUNCHES. | | Seymour's, dis. 60 p.c. | | THIMBLES. | |
| English and Am., per doz. | 0 50 6 00 | Saddlers', per doz. | 1 00 1 85 | Etna, dis. 75 to 75 and 10 p.c. | | TIES. | |
| Scandinavian, " " " " " " | 1 00 2 40 | Conductors, " " " " " " | 9 00 15 00 | Heinisch, dis. 60 p.c. | | Cow, per doz. | 1 25 2 5 |
| Eagle, dis. 15 to 17½ p.c. | | Tinners' solid, per set. | 0 00 0 72 | Bristol, japanned, 80 p.c. | | TINNERS' TOOLS. | |
| MALLETS. | | " hollow, per inch. | 0 00 1 00 | " N.P., dis. 70 p.c. | | P. S. & W., 10 p.c. | |
| Tinsmiths', per doz. | 1 25 1 50 | PUTTY. | | Clauss, full nickel, 60 p.c. | | Canadian, 35 to 37½ per cent. | |
| Carpenters', hickory, per doz. | 1 25 3 75 | Bladder, per lb. | 1 75 0 17½ | " japanned handles, 67½ p.c. off. | | TINWARE. | |
| Lignum Vitae, per doz. | 3 85 5 00 | Tins, lbs. | 2 50 2 75 | Seymour or Heinisch tailor shears, 15 p.c. | | Stamped, dis., Assn. list, 80 per cent | |
| Caulking, each " " " " " " | 1 60 2 00 | RAIL. | | SHEAVES. | | Japanned, prices on application | |
| MATTOCKS. | | Barn door, per foot. | 0 02½ 0 02¾ | Sliding door, per set. | 0 77 1 40 | Pieced, prices on application. | |
| Canadian, per doz. | 8 50 10 00 | Sliding door, " " " " " " | 0 03½ 0 03½ | SHOVELS AND SPADES. | | TRANSOM LIFTERS. | |
| American, 60 and 10 p.c. off list. | | Lanes, " " " " " " | 0 03 0 03½ | Canadian, dis. 42½ p.c. special brands net price. | | Payson's, per doz. | 2 60 |
| MEAT CUTTERS. | | RAKES. | | SIEVES. | | TRAPS. (Steel.) | |
| Enterprise, American, dis. 32½ p.c. | | Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list. | | Wood rim, black, per doz. | 1 05 1 10 | Game, Newhouse, dis. 40 p.c. | |
| German, 15 per cent. | | Wood, 25 per cent. | | " tinned, " " " " " " | 1 25 1 35 | Game, H. & N., P. S. & W., 65 p.c. | |
| MINCING KNIVES. | | RAZORS. | | Tin rim, per doz. | 2 30 2 45 | Game, steel, 72½ p.c. | |
| American, per doz. | 0 42 2 35 | Geo. Butler & Co.'s, per doz. | 8 00 18 00 | " black. | 1 8 2 25 | Mouse, per doz. | 0 35 1 50 |
| MOLASSES GATES. | | Boker's, " " " " " " | 7 50 11 00 | SNAPS. | | Rat, per doz. | 1 40 6 00 |
| Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent. | | Wade & Butcher's, " " " " " " | 3 60 10 00 | Harness, German, dis. 35 to 37½ p.c. | | TROWELS. | |
| NAILS. | | Arbenz's, " " " " " " | 9 00 18 00 | Lock, Andrews' " " " " " " | 4 50 11 50 | Disston's, discount 10 per cent. | |
| Cut Nails (Iron)— | | Theile & Quack's " " " " " " | 7 00 12 00 | SOLDERING IRONS. | | German, per doz. | 4 75 00 |
| 1. Either Canada or American pattern— | | RAZOR STROPS. | | Per lb. | 0 00 0 24 | Brade's " " " " " " | 5 00 10 50 |
| Basis—50 to 60 dy. | 2 30 | Currier's, per doz. | 1 25 3 60 | WROUGHT SPIKES. | | S. & D., discount 35 per cent. | |
| 40 dy. | 2 35 | RIVETS AND BURRS. | | Discount, 25 to 30 per cent. | | TRIERS. | |
| 30 dy. | 2 40 | 4 mos. or 3 per cent. cash 30 days | | SPOKE SHAVES. | | Butter, per doz. | 6 25 9 00 |
| 20, 16, and 12 dy. | 2 45 | Copper rivets, dis. 50, 10 and 5 per cent. | | Wood, English. | 1 8 5 00 | TWINES. | |
| 10 dy. | 2 50 | Tinned and black rivets, 60 and 5 per cent. to 65 and 5. | | Iron, American. | 1 35 2 35 | Bag, Russian, per lb. | 0 21 |
| 8 and 9 dy. | 2 55 | Burrs, iron or steel, 50 and 5 per cent. | | SPOONS AND FORKS. | | Wrapping, mottled, per pack. | 0 50 0 60 |
| 6 and 7 dy. | 2 70 | Terms, 4 mos. or 3 per cent. cash 30 days. | | Tea spoons, per gross. | 7 50 12 00 | Wrapping, cotton, per lb. | 0 17 0 18 |
| 2. American pattern only— | | RIVET SETS. | | Dessert, " " " " " " | 21 00 00 00 | Mattress, per lb. | 0 33 0 45 |
| From 4 to 5 dy. | 2 90 | Canadian, dis. 30, 35 per cent. | | Table, " " " " " " | 30 00 30 00 | Staging, " " " " " " | 0 27 0 35 |
| 3 dy (lath) " " " " " " | 3 30 | ROPE. | | Dessert Forks, " " " " " " | 24 00 00 00 | Broom, " " " " " " | 0 30 0 55 |
| 3. Canada pattern only— | | Sisal. Manilla | | Medium " " " " " " | 27 00 00 00 | VISES. | |
| From 4 to 5 dy. | 2 70 | 7-16 in. and larger, per lb. 6¼ 00 8½ | | Table " " " " " " | 36 00 00 00 | Hand, per doz. | 4 00 6 00 |
| 3 dy (lath) " " " " " " | 3 20 | ¼, 5-16, ¾ in. | 6¼ 00 9 | SQUARES. | | Bench, parallel, each " " " " " " | 2 00 4 50 |
| 3 dy, A.P. fine. | 3 90 | Cotton " " " " " " | 15 17 | Iron, per doz. | 1 65 2 90 | Coach, each " " " " " " | 6 00 7 00 |
| Car lots 10c. less. | | Russia Deep Sea " " " " " " | 00 13 | Steel, dis. 70 per cent., revised list. | | Peter Wright's, per b. | 0 12 0 13 |
| Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs. | | Jute " " " " " " | 6¼ 7½ | Try and bevel, dis. 50 to 52½ p.c. | | Pipe, each " " " " " " | 5 50 9 00 |
| Wire Nails, 7½ and 10 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more | | RULES. | | STAPLES. | | Saw, per doz. | 6 50 13 |
| Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent. | | Boxwood, dis. 80 and 5 to 10 p.c. | | Fence, galvanized " " " " " " | 2 85 3 10 | WASHER CUTTERS. | |
| NAIL PULLERS. | | Ivory, dis. 37½ to 40 p.c. | | Wrought iron, dis. 80 to 82½ p.c. | | Per doz. | 4 00 |
| German and American. | 1 85 3 50 | SAD IRONS. | | STOCKS AND DIES. | | Washers "Iron," 40 per cent., 4 months per cent. | |
| NAIL SETS. | | Mrs. Potts, per set. | 0 60 1 00 | American, dis. 25 p.c. | | WELL WHEELS. | |
| Square, round, and octagon, per gross. | 3 38 4 00 | " N.P., per set. | 0 90 | STOVE POLISH | | Amer., per doz., 8, 10 and 12 inch. | 3 38 |
| Diamond " " " " " " | 12 00 15 00 | SAD HEATERS. | | gross. ¼ gross. doz. | | WIRE. | |
| NETTING. | | Dome, Shepard's, per doz. | 4 75 5 00 | Scientific Stove Pipe | | Brass Wire, 16 to 25 wire gauge, 12½ p.c. | |
| Poultry, 65 and 10 to 70 per cent. | | SAND AND EMERY PAPER. | | Varnish. | 9 00 2 50 90 | Copper Wire, 12½ p.c. rev. list discount. | |
| OIL. | | B. & A. sand, 40 and 5 to 45 per cent. | | Scientific Stove Paste (5 lb. nails) 60c. each. | 6 00 | Annealed, annealed and oiled, galvanized 20 per cent. discount. | |
| Canada refined oil (Toronto). | 0 16 0 16½ | Emery, per quire. | 0 55 0 90 | Scientific Furniture Polish. | 12 00 1 25 | [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.] | |
| Carbon safety " " " " " " | 0 18 0 00 | SASH CORD. | | Scientific Carriage Top Dressing, ½ pints. | 2 00 | Bright, coppered steel and spring, 20 p.c. | |
| Canada w. w. " " " " " " | 0 18 0 00 | Per lb. | 0 22 50 | Scientific Carriage Top Dressing, pints. | 3 50 | L. b. Montreal, Toronto or Hamilton. | |
| American w. w. " " " " " " | 0 00 0 21 | SASH LOCKS. | | Scientific Enamel Paints " " " " " " | 1 50 | Broom Wire, per lb. | 0 05½ 0 06 |
| Pratt's Astal. | 0 00 0 22 | Triumph and Morris, dis. 37½, 40 per cent. | | Scientific Enamel Enamel 7 50 2 00 75 | | Clothes Line Wire, 19 gauge, per doz. coils. | 2 75 3 00 |
| OILERS. | | Kempshell's, dis. 40, 62½ per cent. | | STONE. | | WIRE FENCING. | |
| McClary's galvan. iron oil can, with pump, per doz. | 0 00 19 50 | Canadian, dis. 45, 50 per cent. | | Washita, per lb. | 0 28 0 60 | Galvanized, 2 barb, 2½ and 5 inches apart. | 2 85 3 00 |
| Zinc and tin, dis. 50, 50 and 10. | | SASH WEIGHTS. | | Hindostan, " " " " " " | 0 06 0 07 | Galvanized, 4 barb, 4 and 6 inches apart. | 2 85 3 00 |
| Copper, per doz. | 1 25 3 50 | Sectional, per 100 lbs. | 1 40 1 50 | " slips, per lb. | 0 09 0 09 | Galvanized, plain twist, all. delv'd. | 2 85 3 00 |
| Brass, " " " " " " | 1 50 3 50 | Solid, " " " " " " | 1 25 1 50 | Labrador, " " " " " " | 0 00 0 13 | Plain twist. | 2 35 3 00 |
| Malleable, dis. 25 per cent. | | SAWS. | | " Axe, " " " " " " | 0 00 0 15 | Steel Staples. | 2 85 3 00 |
| FAILS. | | Crosscut, McMillan & Haynes, per dozen. | 0 40 0 70 | Turkey " " " " " " | 0 00 0 50 | Terms, 60 days, or 2 per cent. in 30 days Freight prepaid of 1,000 lbs. or over. | |
| Galvanized, per doz. | 2 25 3 30 | " Empire, " McMillan & Haynes, per ft. | 0 00 0 70 | Arkansas " " " " " " | 0 00 1 50 | WIRE CLOTH. | |
| PENCILS. | | Hand, Disston's, dis. 12½ to 15 p.c. | | Water of Ayre " " " " " " | 0 00 0 10 | Ordinary, discount 25 per cent. | |
| Dixon's, per gross. | 1 00 4 25 | S. & D., 40 to 40 and 10 per cent. | | Scythe, per gross. | 3 50 5 00 | Painted Screen, per 100 sq. ft. | 1 50 |
| " Carpenter. | 2 25 3 60 | S. & D., dis. 35 p.c. on Nos. 2 and 3. | | Grind. per ton. | 15 00 18 00 | WRENCHES. | |
| PICKS. | | Hack, complete, each. | 0 75 2 75 | TACKS, BRADS, ETC. | | Acme, 35 to 37½ per cent. | |
| Porcelain head, per gross. | 1 65 3 00 | frame only. | 0 00 0 75 | Cheese-box tacks, blue, 70 p.c. | | Agricultural, 70 and 10 to 75 per cent. | |
| Brass head, " " " " " " | 0 40 1 00 | SAW SETS. | | Trunk tacks, black, 70 p.c. | | Standard, dis. 60, 60 and 10 per cent. | |
| PLANES. | | " Lincoln, " McMillan & Haynes, per doz. | 0 00 7 50 | " tinned, 70 p.c. | | Coe's Genuine, dis. 30 to 32½ p.c. | |
| Wood, bench, Canadian dis. 60 per cent., American dis. 55. | | Whiting " " " " " " | 6 87 7 00 | B.B.B. iron carpet, bright or blued (in kegs) | 30 | Diamond, dis. 33½ to 35 per cent. | |
| Wood, fancy Canadian or American, 37½ to 40 per cent. | | SCALES. | | B.B.B. iron carpet, tinned (in kegs) | 30 | Towers' Engineer, each " " " " " " | 2 00 3 |
| Bailey's (Stan. R. & L. Co.), 50 per cent. | | Gurney Scales, 50 p.c. | | B.B.B. cut tacks (in bulk), 50 to 55 p.c. (in dozens, 1 to 6 oz.) | 45 | " S., per doz. | 5 80 7 00 |
| Miscellaneous, dis. 25 per cent. | | B. S. & M. Scales, 50 p.c. | | " " (in dozens, 8 to 24 oz.) | 30 | G. & K.'s Pipe, per doz. | 6 00 |
| Bailey's Victor, 25 per cent. | | Champion, 60 per cent. | | " " ¼ weights. | 40 | Burrell's Pipe, each " " " " " " | 3 40 |
| | | | | " " tinned. | 45 | Pocket, per doz. | |
| | | | | Swedes, cut tacks, genuine, blued and tinned. | 52½ | | |
| | | | | Swedes, upholsterers', genuine. | 50 | | |



Connor's IMPROVED WASHING MACHINE

Awarded First Prizes at nine Dominion Exhibitions. Cheapest and best machine on the market.

WRITE FOR PRICES ..

Agents wanted

J. H. Connor 525 Sussex St. Ottawa

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion. **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ESTABLISHED 1856

REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario.

WRAPPING PAPERS

Made to wear
Made with care
Hard to tear

The kind of paper required by the Hardware Trade

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CAN.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Headquarters for . . Paints and Varnishes

::: WE MANUFACTURE :::

Bath Enamels.
Bicycle Enamels.
Blackboard Paint.
Boat Varnishes.
Bridge Paint.
Colors, Dry.
Colors in Oil.
Colors in Japan.
Colors in Water.
Colors, Liquid.
Copper Paint.
Carriage Top Dressing.
Dipping Paints.
Dry Colors.
Dryers, Electric.

Dryers, Patent.
Enamels.
Fillers, Dry, Paste and Liquid.
Floor Paints.
Gold Paint.
Graining Colors.
Ground Colors.
Japans, Baking.
Japans, Black.
Japans, Radiator.
Lakes.
Lacquers.
Mixed Paints.
Ochres.
Oxides.

Oil Stains.
Paint Reducers.
Priming Paints.
Putty.
Roofing Paints.
Rough Stuff.
Shade Makers' Colors.
Shellacs.
Umbers.
Varnishes, Agricultural.
Varnishes, Boat.
Varnishes, Carriage.
Varnishes, Damar.
Varnishes, Finishing.
Varnishes, Harness.

Varnishes, Leather.
Varnishes, Piano.
Varnishes, Rubbing.
Varnishes, Polishing.
Varnishes, Reed.
Varnish and Stain (Combined).
Varnish Reducers.
Vermilions, Dry.
Vermilions in Oil.
White Lead.
Water Stains.
Wall Finish.
Yellows, Dry.
Yellows in Oil.

If fact, **EVERYTHING** the painter uses, from the Dry Color to the finish-
ing coat of Varnish, therefore we cannot be deceived by adulterations, and we know
"where we are at" when we make claims for our productions.

The James Robertson Co. Ltd., 263-285 King Street West, **Toronto**

Telephones 819 and 1511.

Scientific Production.
Langwell's Babbit, Montreal

CANADIAN

HARDWARE

AND METAL

MERCHANT

VOL. VIII

MONTREAL AND TORONTO, DECEMBER 26, 1896

No. 52



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Traders' Building.
MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

HOOP IRON AND STEEL

If you want the best quality and most uniform rolling, specify "Dominion Crown" Brand (iron), or "Clark" Brand (soft steel).

A. C. LESLIE & CO.,

Agents,

MONTREAL.

Largest Manufacturers under the British Flag

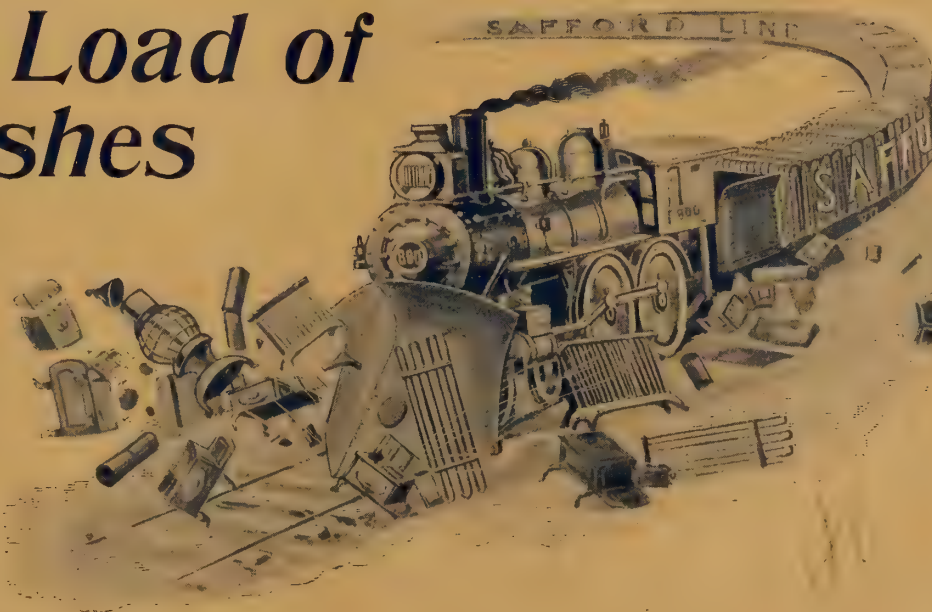
A Train Load of Best Wishes

FOR

XMAS

Yours respectfully,

THE . . .



TORONTO RADIATOR MFG. CO. Limited . . Toronto, Ont.

HARDWARE



MECHANICS' TOOLS, BUILDERS' SUPPLIES,
BOILER PLATE AND TUBES,
BAR IRON, STEEL AND METALS.

BRASS BEDS, TILES, GRATES,
MANTELS, HOUSE FURNISHINGS.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets

. . . TORONTO

A Complete Lavatory

The cut shown illustrates our Patent

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

KEMP MANUFACTURING COMPANY

TORONTO.



SEAMLESS WATER BUCKETS

ENAMELED STEEL

. . . Makers of . . .

"DIAMOND" STEEL WARE

"GRANITE" STEEL WARE

"WHITE" STEEL WARE Blue Edges

All our goods are full weight and well coated.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, DECEMBER 26, 1896

No. 52

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

Major A. G. Campbell,
General Subscription Agent.

EXPORT TRADE DEVELOPMENT.

WHILE the export trade of the Dominion is by no means standing still, yet it does not develop as rapidly as is desirable or as rapidly as the capabilities of the country warrant.

Per head of population our exports are only \$23.40. Nearly every one of the British colonies is able to make a better showing than this. The exports of the Australian colonies run all the way from \$46 to \$105 per head. Even Newfoundland beats us by about six dollars per head.

With her forests, her agricultural resources, her dairy interests, her fisheries, her minerals, her manufactures, Canada ought to be able to do more than she does. That she could do more is obvious enough even to him who runs.

The Federal Government can do a great deal to help secure the desideratum. But even were the Government divine instead of human, the chief onus of getting foreign customers is upon the shoulders of the manufacturers, the business men, the agriculturists, etc., of this country.

The chief duty of the Government is to provide facilities. The great and important

duty of getting business reposes with those who have goods to sell.

In the United States there is what is known as the United States Export Association. It was started about a year ago, and already has a membership of over 150, included in which are the leading business houses in all the principal lines of trade. The association has 320 correspondents in foreign countries, from which it is constantly in receipt of valuable information which is at once transmitted to the members in the lines interested. In a recent interview, the president of the association, Mr. F. B. Thurber, of New York, declared the organization had been of great value to its members.

The lesson to Canada is obvious. If an exporters' association is a good thing for the United States surely it is a good thing for Canada. And this country needs one infinitely more than does the United States. That country has its consuls in every city of importance in the world. Canada has but half a dozen agents, including the High Commissioner in London, looking after her commercial interests abroad. If these were supplemented by a hundred or more live correspondents it would, no doubt, help to promote the development of her export trade.

In competing for trade in a foreign country it is evident that the better we are acquainted with the wants and conditions of that country the more easily will it be to transact business with it. Through ignorance in these particulars a good article frequently gets a bad name. Canada has had a little experience in this way.

Correspondents, being on the spot, would be in a position to advise business men in this country as to the kind of goods for which the best market would be found; also as to duty, freight and other incidentals. And then, when a buyer from either of the foreign countries in which agents were locat-

ed proposed visiting either the United States or Canada the agents of the association could advise it of the fact, when he could be corresponded with or seen in person by the firms interested in the particular goods of which he was a purchaser.

The United States association, it might be mentioned, endeavors to shake, metaphorically or otherwise, the hand of foreign buyers who visit the country.

The ignorance that abounds in nearly every foreign country regarding Canada is as surprising as it is lamentable. In proportion as this decreases will increase the possibilities of doing business with foreigners. An exporters' association could help to dissipate this ignorance and at the same time reap the greater share of the resultant benefits.

Canada may not be able to produce as large an association as can the exporters of the United States, but there is no reason why she should not produce one with as much life.

Our boards of trade ought to take the question up, and that without delay.

The measure of merriment which a man gets out of the Christmas season depends more upon what he is than upon what he has.

A. C. LESLIE AND CO.

In notices of business changes in last week's issue it was stated that A. C. Leslie & Co. had dissolved partnership. The statement was omitted, however, that Mr. W. S. Leslie, the remaining partner, was continuing the business under the old name and style of A. C. Leslie & Co. The dissolution was necessitated by the recent death of the senior partner, Mr. A. C. Leslie.

A Toronto departmental storekeeper is said to be seeking the assistance of preachers in securing business. Can it be that Old Lucifer is after him?

CHEAP PIG IRON.

CANADIANS can usually obtain an idea of the condition of the pig iron market in the United States without either visiting that country or perusing the trade press published there: The figures which the furnace people quote to buyers in the Dominion generally give all the information that is necessary.

During the past week orders have been placed by Toronto men for round lots of American iron at prices which indicate an unsatisfactory condition of affairs on the other side as far as the market for pig iron is concerned.

We know, for instance, of one buyer who has this week purchased one thousand tons of No. 2 Northern pig iron at \$11.48 in bond, or equal to \$15.48 freight and duty paid. The terms were, cash 30 days, and delivery is to be made by end of August next.

The peculiarity of this transaction is that the price is sixteen cents per ton less than this same purchaser could buy at during the prevalence of the phenomenally low prices of two years ago, and \$1.10 per ton less than he offered to pay during the presidential contest, when he wanted the iron but the furnace people were not inclined to sell.

It may be interesting to note in this connection that while business in the United States is so unsatisfactory, England is steadily purchasing American pig iron, and a sale of Virginia iron for shipment to Manchester at a better price f.o.b. than could have been obtained on this side of the Atlantic was consummated about ten days ago.

THE LATE CHRISTOPHER W. LEE.

THE late Christopher Widmer Lee, whose death and burial were noted in last week's issue, was one of those men whose urbanity made for him friends wherever he went.

In the warehouse of Rice Lewis & Son, Ltd., where he had charge of the outside work appertaining to the wholesale department, he was popular with everyone. And the pleasant exterior that was so characteristic of him was a reflection of the kind and sympathetic nature within.

"The most of us," remarked a member of the firm to HARDWARE AND METAL, "when worried by the cares of business sometimes get irritable or brusque in our manner, but C. W. Lee was always the same: Nothing ever seemed to annoy him. And when he died he was regretted by all."

His fellow business men had ample opportunity of judging him, for, with but one short interruption, when he was in business in Newmarket with his brother-in-law, Mr.

J. A. Bastedo, he was connected with the firm of Rice Lewis & Son for upwards of 30 years.

In society and in the church which he attended the same popularity which he possessed in the business circle was in evidence. And on the day of his interment St. Luke's church was crowded with friends desirous of paying their last respects to the departed, notwithstanding the fact that the funeral was private.

The merchant who allowed his window to go undressed this Christmas deserves a "dressing down."

U.S. MAKERS REDUCE BOLTS.

A REDUCTION in the price of bolts has taken place in the United States. The decision to do so was arrived at during a meeting held in New York on Saturday last; and the reason advanced for the change is the lower prices ruling on iron and steel. The following are the old and the new discounts:

| | New discount. | Old discount. |
|---------------------------------------|---------------|---------------|
| Common carriage bolts..... | .70 & 2½ | 65 & 10 |
| Machine bolts..... | .70 & 10 | 70 & 2½ |
| Machine bolts, with C and T nuts..... | .70 & 5 | 65 & 7½ |
| Machine blank bolts..... | .70 & 10 | 70 & 2½ |
| Machine bolts, without nuts..... | .70 & 20 | 70 & 12½ |
| Bolt ends..... | .75 & 5 | 70 & 15 |
| Bolts ends with C and T nuts..... | .75 | 70 & 10 |
| Forged set screw and lap bolts..... | 60 | 55 & 2½ |
| Lag screws..... | .80 & 5 | 75 & 17½ |
| Bolt screws, G. & S..... | .80 & 2½ | 75 & 15 |
| Common tire bolts..... | .75 | 70 |
| Eagle tire bolts..... | .85 | 80 |
| Stove bolts..... | .70 | 67½ |
| Sink bolts..... | .70 | 67½ |

The reduction is interesting to Canada in view of the fact that bolts of United States manufacture have for some weeks been coming into the Dominion.

Many a merchant's Christmas would be merrier were his bank account larger, and many a merchant's bank account would be larger were the amount of credit he had given during the year smaller.

A GRIEVANCE TO RETAILERS.

A retail hardware dealer east of Toronto while on a visit to that city a few days ago, expressed his dissatisfaction at the manner in which horse shoes, horse nails, bolts, screws and other lines of blacksmiths' supplies are being offered to consumers in his district by houses in Toronto professing to do a jobbing business.

This customer says that if the manufacturers' associations are to regulate prices they must devise some scheme whereby consumers cannot purchase their goods from manufacturers or jobbing houses at the

same price as can the storekeeper who carries a full line of blacksmiths' sundries.

The retailer in question claims to have handled 700 kegs of horseshoes this year, and as many hundred boxes of horse nails. He now finds that the consumer can buy these goods from the so-called jobbers in Toronto at the same price which he has been paying the manufacturer.

This is a grievance which the manufacturers at their next meeting should try and remedy.

BURNING SUDBURY COAL.

FOR the first time in its history coal, the product of the province of Ontario, is being this week burned in a stove in Toronto. To be sure it is not, according to the report of the Ontario Bureau of Mines, correct to term the substance in question coal. Properly speaking it is anthraxolite. But by suffrance it has become known as Sudbury coal, and we have this fact in mind when we call it by the assumed and not the real name.

The "coal" in question is being tested in the office of Campbell, Currie & Co., the mining brokers, Yonge street, a carload having been brought to the city a few days ago for the purpose of demonstrating to the people of the "Queen City" its burning qualities.

In appearance the substance is much like anthracite, and there are some who are still ready to aver, in spite of the contrary opinion of Prof. Coleman and others, that that is what it is and nothing else.

The substance is being burned in a self-feeding stove in Campbell, Currie & Co.'s office. It appears to burn readily enough, although the glow of the fire is not as bright as that obtained from ordinary anthracite. The fact, however, that the "coal" is merely from the surface of the deposit may account for this, to some extent at any rate. The heat emitted is fairly good.

The price at which this "coal" can be laid down in Toronto is \$2.50 per ton. At this price, even if its combustible qualities are not as good as anthracite, the Sudbury "coal" will be acceptable indeed to consumers in Toronto and other places in Ontario. That is, of course, if the deposit has quantity as well as quality.

HARDWARE AND METAL has been informed that the C.P.R. have agreed to give the coal a test on their locomotives.

The substance, coal, anthraxolite, or whatever it may be, will prove a valuable asset to the province of Ontario if the deposit near Sudbury proves to exist in paying quantities.

THE ADVANCE IN TIN PLATE.

CABLE advices to metal sales agents report continued firmness in all lines of heavy iron in Great Britain. One stated that all staple lines, such as tin, Canada and other plate material, showed an average advance of 5s. from the lowest point, and the chances were for a maintenance of the firm feeling. Sellers of tin plate, however, are more disposed to quote forward deliveries, and, owing to the increasing output, are more willing to accept orders at current rates.

Stock for prompt shipment commands fancy prices to meet commitments, but these prices are hardly a fair criterion.

A comparison of the f.o.b. figures ruling at Swansea, Wales, this time last year shows that coke and terne plate is costing all the way from 1s. to 2s. more this year than in 1895. The figures in detail are:

| | 1895. | | 1896. | |
|------------------------------|--------------|-------|---------------|-------|
| | s. d. | s. d. | s. d. | s. d. |
| Bessemer I C Cokes, 14 x 20. | 9 3 | | 10 0 to 10 3 | |
| Siemens, " " 14 x 20. | 9 6 | | 10 3 to 10 4½ | |
| Ternes, 20 x 28. | 17 0 to 21 6 | | 19 0 to 22 6 | |

The difference in spot prices in Montreal has been equally marked, and it has all come about since the first of September. At this time in 1895, Canada plates were selling at \$2.15. They varied very little from this figure during the year, for last

September they stood at precisely the same figure. To-day the inside price is \$2.50, and this advance of 35c. has all been made since September. Tin plate was selling at \$2.75 in December, 1895, and this price was practically maintained until last September, for they were offering at that figure then. To-day no I.C. cokes are obtainable under \$3, and wasters are not to be had at \$2.70, whereas, they were offered freely at \$2.50 last September. Charcoal tin has varied but slightly, the advance being confined to the other lines.

MINING IN NEWFOUNDLAND.

THE mining mania has now taken a firm hold of the people of this country, and hill and dale, mountain and sea-shore are dotted with prospectors. Creeks and coves hitherto sacred to the seagulls are now being explored, and every bit of rock that glistens in the rays of the sun is looked upon as the forerunner of a fortune. The pity of it is that nine-tenths of our people know nothing whatever about minerals, and they are likely to spend days and weeks in digging out rocks that are only fit for ballast.

There cannot, now, be the least doubt that there is plenty of valuable mineral in the island, and the gold of Cape Broyle, and the silver of Placentia are as assured as the

copper and pyrites of Notre Dame Bay. The specimens tested give hope of a high percentage, and negotiations are at present on for the purchase of some of the claims by wealthy syndicates.

The iron mines of the West Coast also promise well, and there is no doubt about the Grand Lake coal seam. The Belle Isle iron mine is turning out a splendid run of ore, and shipments will be made on even a larger scale than usual next season. At present there are a good many claims held by men who are holding on for fancy prices, and it is said that many of these claims have been held for years, and not one cent spent with a view to their development. This is contrary to law, and many "dogs in the manger," who would neither sell nor comply with the law, will now be forced to vacate their claims, or work them at once. —Trade Review, St. John's, Nfld.

KEMP'S NEW CATALOGUE.

The Kemp Manufacturing Co. have just completed their new catalogue of enameled ware, and are mailing it to the Canadian trade this week and next. If you do not receive a copy by about Jan. 5th you should drop them a card, as it contains much that is of interest to every dealer.

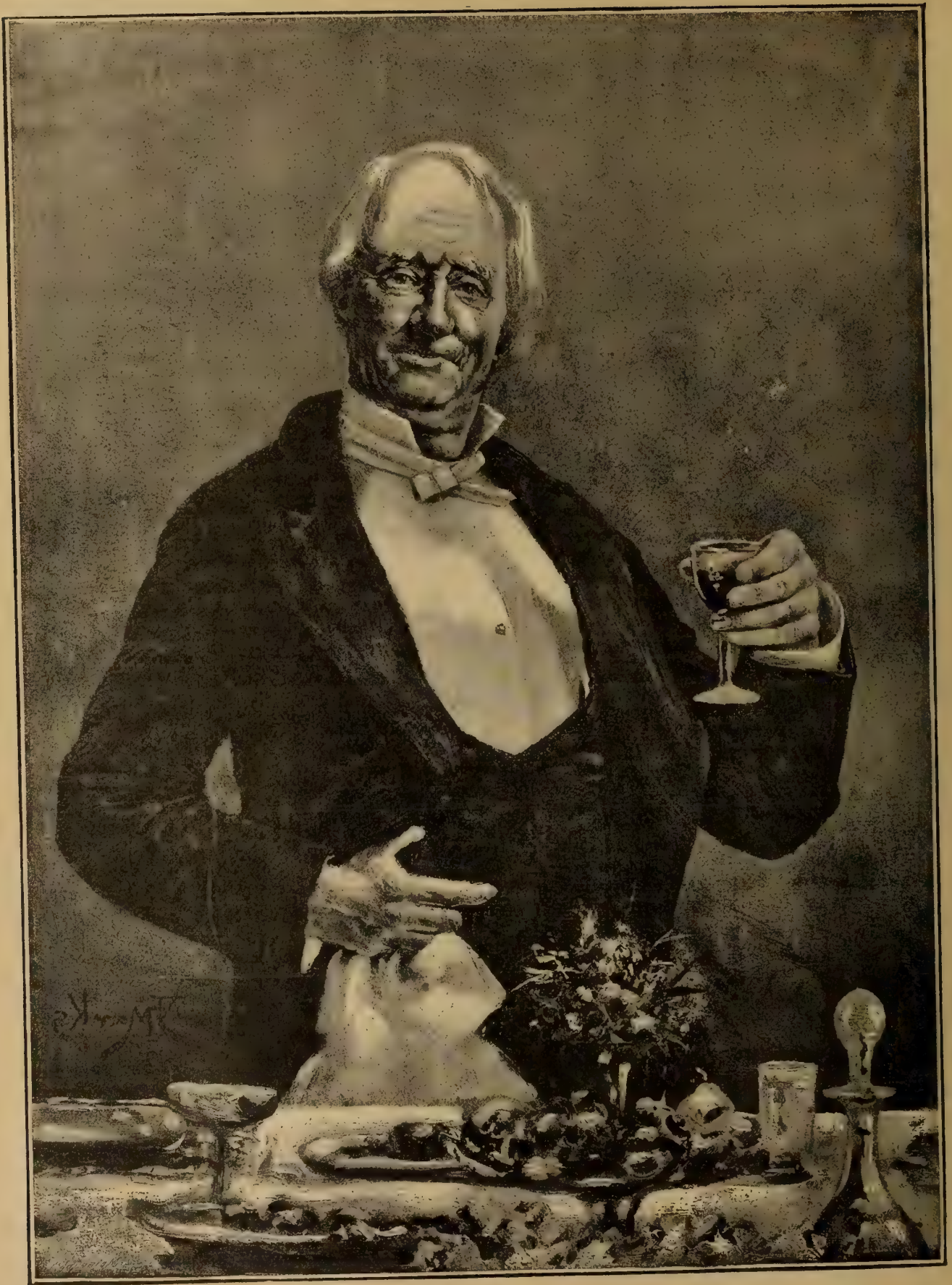
Are you interested in the sale of Pistols?



IF SO, we wish to call your attention to the fact that our house manufactures more high-class Revolvers each year than any other establishment in America. We have been doing this for over 26 years, and our goods are known all over the world. We ought to know how to make good goods at honest prices by this time, and we assure you that we do. Therefore, we want to send you our Art Catalogue of Firearms and to correspond with you as to dealers' terms, etc. Our address is

Iver Johnson's Arms and Cycle Works

Fitchburg, Mass., U.S.A.



“ Well, here’s to our Advertisers ! ”

THE TARIFF ENQUIRY.

THE Tariff Commissioners continued their labors in Montreal on Friday, closing on Saturday.

PAINTS, OILS AND VARNISHES.

A deputation of paints, oils and varnish men waited upon the Commission on Friday. Mr. A. Manson, of A. Ramsay & Son, headed the deputation — Messrs. R. C. Jamieson, D. A. McCaskill, E. Tougas, H. Aird, James McArthur, J. T. Wilson, W. Cottingham, etc. Before entering upon his remarks, Mr. Manson said that he wished the press excluded. After the deputation had withdrawn, Mr. Manson said to the **HARDWARE AND METAL** reporter that what they wished the Government to do was to simplify the classification of colors, as at present they came under two or three heads and some of the articles had to pay 25 per cent., while others were passed at 20 per cent. They also advocated that the whole be admitted at 20 per cent. and thus do away with the irritation which the present state of affairs causes business men in this line. A reduction was also asked for in the raw material.

DRAIN PIPE INDUSTRY.

Mr. W. C. Trotter, of the Standard Drain Pipe Co., spoke on behalf of the drain pipe industry. He said that it was conceded by engineers and experts that the quality of the sanitary pipe manufactured by his company was superior to the best brands of foreign pipes imported. When his factory started fourteen years ago, pipes were selling at 15 per cent. off the list, f.o.b. Montreal.

The discount which they allowed now was 60 to 75 per cent. off, delivered, and at these prices they were paying freight to deliver at Halifax, 750 miles east, or points in Western Ontario, 500 to 600 miles west. The Scotch and American manufacturers were selling for export to Canada at lower prices than they do for home consumption, and also ship into Canada an inferior grade of pipes (seconds or culls). For this reason they would ask if any change be made in the duty that it be specific instead of ad valorem. This would discourage the shipment of inferior pipes and thereby attain an important end, because, as sewer pipes are at present being used for sanitary purposes they are a menace to the public health if of an inferior quality.

Just now there are five similar manufacturers in Canada which are capable of supplying the demands of the Dominion and the capital invested is about \$500,000, of which his company had over \$200,000. The firm with which he was connected when in full working strength consumed about 7,000 tons of Nova Scotia coal, the whole of which was carried by Canadian railways. The wages they paid ranged from \$7 to \$20

a week. Their capacity was from 800 to 900 carloads per annum, which they shipped from the Rocky Mountains to the Atlantic Coast, the whole of which is carried by the railways. If any reduction was made on the duty they would not be able to compete with foreign goods, unless the workmen's wages were reduced to such an extent as to offset the reduction in duty. To meet the competition of Canadian factories, both British and American manufacturers have reduced the thickness of their pipes to a degree dangerous to the public health, to save freight. He would ask that no pipes be admitted into the country that are less than the British standard and that no seconds or culls be admitted. They suffered from American competition, especially from Ohio, where pipes have been sold this year at ruinous prices for export to Canada, as low as 91 1/2 off the list, and they asked that the Government maintain the same values for duty as have been in force for the last two years, viz., 77 1/2 off the list, which is a fair average valuation. Previous to that value being established by the Customs Department the established value was 60 per cent. off, the American manufacturers having had a combination at that price for several years. Besides having to meet the keen competition

of the American manufacturers, they had to meet the Scotch and Belgian competition, which is almost as severe. The coal in Scotland and Ohio costs the manufacturer about 75c. per ton, while here it costs \$3.50. Since the Wilson Bill came into force in America wages are lower there than in Canada. In Belgium and Scotland wages are 50 per cent. cheaper than in Canada. As no injustice was done to anyone by the present tariff they would ask that the duty be not disturbed, and that the valuations for Scotch and American pipes remain as they now are.

His firm also manufactured fire bricks, flue tiles, stove linings and fire clay goods generally, and they asked that all these articles be made subject to 35 per cent. ad valorem. At present fire bricks for manufacturing purposes are admitted free, and this led to abuse and loss of revenue, as fire bricks for other purposes are put through on the free list, and flue tiles and stove linings are entered as fire brick for manufacturing purposes in some cases.

HE OUGHT TO GET THERE.

Mr. Sam Stevely, of W. Stevely & Sons, London, has allowed himself to be nominated as candidate for alderman to represent No. 3 Ward. If popularity counts for anything, Sam will get there by a large majority.

Paris Green

There's one brand of Paris Green that's always been looked upon as standard—it's "Berger's"—Berger's Pure Paris Green made by Lewis Berger & Sons, Ltd., London, Eng. The reason it has acquired such a reputation is that it has always been kept up to a high **UNIFORM** quality—always deep in shade, and strictly pure. The farmer finds it kills **SURE** and kills **QUICK** and kills **ALWAYS**.

Paris Green is an article you can't afford to be wrong on. Sell a farmer a Green that won't kill and you are in danger of losing his whole trade.

We have been appointed sole agents in Canada by Lewis Berger & Sons, Ltd., London, for the sale of their Green. We sell it because we know it's the best. Prices on application.

The Walter H. Cottingham Co., Ltd.

MONTREAL

HOW SHOP WINDOWS HELP THE PUBLIC.



NE silent factor in the world's education has long escaped recognition, remarks The Keystone. The public library, the art gallery, public parks, museums, the lecture room, and even the theatre and concert hall, have long since been acknow-

ledged as influential in advancing the culture of the masses; but the shop window, the great free spectacle which offers to the multitude almost the only diversion in their narrow, confined lives, is perpetually slighted and ignored.

In the beginning of shops themselves, the window was undoubtedly created for the very simple purpose of shedding light upon the wares within; but merchants are quick to seize their opportunity and convert to advertising uses a space inclosed between airtight, dust-proof, and fly-excluding, but transparent, walls. Yet there was no thought of any art arrangement among the first who chose this means of displaying goods and prices. The window-trimmer is a purely modern evolution, and the adoption of his profession was the means of creating a decidedly important calling, as witness the payroll of all great mercantile establishments, where the man who can successfully arrange the windows so as to attract the attention of the passer-by receives from 25 to 50 per cent. more than his fellows.

It may be remarked that this peculiar accomplishment is not one that can be easily acquired. The window-trimmer, like the true genius in the purer realms of art—the singer and the musician and the poet—is born, not made. With material in itself but slightly decorative, he makes an attractive display, apparently without effort, and this very skill in arrangement plays an important part in the educational influences of the show window. Many a tired woman, denied all the amusements of an uplifting nature, shut up all day in a bare home, and condemned to a steady round of dull drudgery, finds the one brightening element of her life and its one refining influence in gazing into the brightly-lighted windows which line the city's principal streets. She may not be able to buy the books so temptingly arranged there, she may not robe herself in the finery or provide herself with the comforts displayed in such profusion, but the very sight of these opens a new world to her tired vision. Moreover, she carries away practical sug-

gestions from them. A new cloak which she sees gives her an idea by which she remodels an old garment for her little daughter; she trims the little hats after the models in the millinery windows; she gets her first idea of the practical comforts and assistance which a gas range would furnish for her kitchen from the long and careful survey of that blessed invention through a pane of plate glass. The day's burden seems unaccountably lifted, the horizon of the future extended, by the evening's stroll on her husband's arm, looking into these pretty little glass sample rooms of the great city's supplies.

Moreover, the shop window is a practical guide and aid to every woman who has to count the contents of her purse. No one of limited means can afford to go out on a shopping tour who has not first given the windows along the city's main streets at least a hasty inspection. She who enters a shop and makes her purchases before taking this very simple method of acquiring information, will be sure to see the very articles which she has bought and paid for displayed elsewhere at reduced prices. Next to newspaper advertisements, show windows are the shopper's mainstay and guide.

It is not only to the frivolities or the humdrum needs of life that the show window lends its gracious influence. Boys and girls whose lives are barren of all fine or uplifting influences, feel the first ambition for progressing stirring in their hearts when viewing the creations of others' tastes or brains or genius. Set a typewriter in a window, and little ragged children will hover about trying to comprehend its mechanism and action. The very toys which are heaped in the brilliantly-lighted windows of the great emporium convey innumerable suggestions of good to the stunted minds of the children of the poor. There is joy in merely seeing what one may not handle. There is a spur to ambition in thinking of the possibilities of the future. There is mental development in mere ocular investigation or the construction of a toy. A new Fulton or Ericsson may receive his first stimulus to effort by studying the intricacies of a child's toy in a shop window.

THE "PHOENIX" BICYCLE.

M. & L. Samuel, Benjamin & Co. have been appointed agents for Canada for the "Phoenix" bicycle, manufactured by the Stover Manufacturing Co., Freeport, Ill. This is considered to be one of the best wheels in the market. M. & L. Samuel, Benjamin & Co. solicit correspondence, and would ask the trade not to close any transactions for special agencies for the year 1897 until their representatives have the pleasure of calling upon them with samples.



A MERRY CHRISTMAS TO ALL

1896

WE have only been in Canada for one year, yet we have every reason to feel proud of our success. From what information we can gather from the trade, we are satisfied there has been more . . .

S.S.

SMOKELESS POWDER

sold here than all other nitro powders combined. If your hardware or sporting goods dealer does not keep it show him this advertisement, and if he will not get it for you, write to the

SOLE MANUFACTURERS:

THE SMOKELESS POWDER COMPANY LTD.

Dashwood House, New Broad Street,

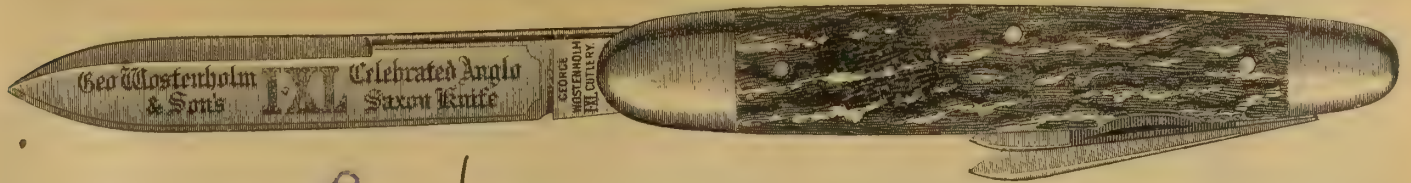
LONDON, E.C.

Sole Agents for the Dominion

LEWIS BROS. & CO.

30 St. Sulpice St., Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district....



RETURNED
Jan. 27/97.

37 West Front Street,
TORONTO.

We thank our customers from
the ATLANTIC to the PACIFIC for
the **Liberal Patronage** extended
us during this year, and wish one
and all...

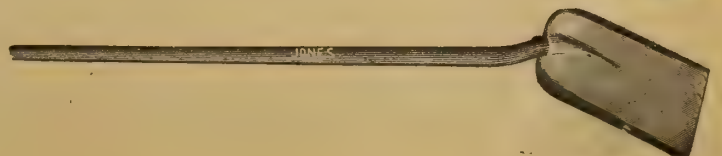
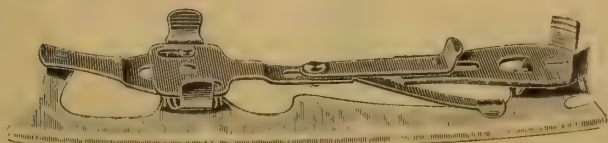
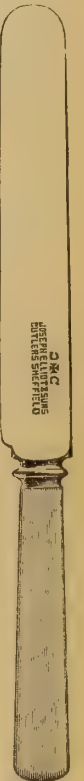
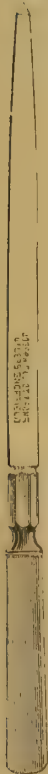
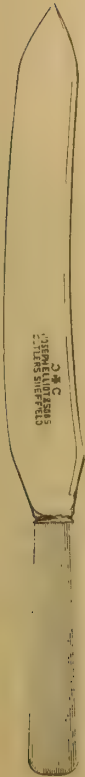
A PROSPEROUS NEW YEAR.



H. S. HOWLAND, SONS & CO.,

WHOLESALE
HARDWARE
MERCHANTS.

TORONTO.



A SNOW-BOUND CHRISTMAS.

BY FRANCES COLE BURR.



MOST of the occupants of the small room sat gazing out of the windows into the snow-filled air. There were windows enough to go around, though the room was long and narrow, and contained six or eight persons. All day they had spent together in this one room, each sitting quietly in his place. There had been but little conversation. The tall dark man with the white mustache and tired face had slept much, with his head resting on his folded overcoat. A boy opposite, who showed sullen anger and defiance in every line of his young face, had watched him, and wondered how a man could sleep in the daytime. The boy did not know that those long, nervous white hands, wielding a surgeon's knife, had saved a life the day before, and the tired eyes had watched for many hours following. An earnest, bright-faced young girl near by had observed him, too, while he slept, as she eyed all her neighbors, with keen interest. There was the old lady in the corner, a man with sample-cases piled at his side, the shabby little woman holding a big baby, and a middle-aged man with stolid, joyless countenance, who had read three newspapers through from beginning to end without a change of expression, and since then had sat staring straight before him. The girl in her active mind had tried to combine these various personages into a story, but she gave it up with a little sigh for their commonplaceness.

An ill-assorted company it was. Surely they would have chosen to spend the day before Christmas together for no other reason than, as it happened, they all wished to travel over this branch road, which ran between the northern line from Little Falls and the Grand Central.

The day was nearly over, and the journey should have been; but the snow, which had been falling steadily since morning, grew heavier, the speed of the train perceptibly decreased, and the engine groaned and labored. The engineer watched apprehensively as they drew near a certain cut, narrow and deep, through the hills. It was drifted high; and meeting that soft, still, resistless opposition, the great engine slowed and stopped.

The drifting snow hid the familiar landmarks, and so it happened that, just as the passengers were anxiously questioning one

another as to the cause of the stop in that lonely place, Jim Case, the fireman, swinging himself off the engine, slipped over a culvert, and in the fall of only a few feet broke his arm with startling ease and completeness. He was lifted back white and fainting; and, when the brisk conductor hurried into the passenger coach, he responded to the anxious queries with a brief "Snowed up," and then, addressing the dark man, he said:

"I don't suppose you're a doctor, are you?"

"Yes," said the man, with an enquiring glance; "does someone need me?"

The conductor look relieved.

"Now, ain't that lucky!" said he. "Surgeon, too, I guess?" The doctor nodded assent. In a few words the conductor told of the accident amid exclamations of mingled sympathy and dismay from the listeners. And as the doctor picked up his small black bag and followed him into the forward car, the conductor continued:

"Not many of you travel on this road, but I thought that was your trade when I took your ticket. I gave a job to a surgeon once when I was hurt in a wreck. That was a good while ago, but I have never forgot the look or the feel of his hand—so steady and strong and white," he added with an apologetic smile.

"Here we are, Jim!" he called out cheerily; "here is the doctor and the head nurse. You just break your bones and we will do the rest, you know."

The fireman lay stretched upon the floor, his head resting languidly on a pile of waste, and a pretty five-year-old boy sobbing with fright was kneeling close beside him.

"Who is this little fellow?" asked Dr. Carleton, after the examination was over, and he was skilfully bandaging the injured arm.

"He's mine, poor little chap?" said the fireman, with a tender glance, though his lips were white with pain. The boy, who was a sturdy little fellow just out of dresses, stopped his sobs as he heard his father's voice, and looking up at the doctor asked: "Now will we go to grandma's, and have a Christmas?"

The man winced again, and closed his eyes; and the conductor explained in a kindly aside:

"Little chap's mother is dead; just buried her a week ago. She had him filled up chock-full of Christmas, and seems as if he couldn't give it up. They are going on to Jim's mother's. She's going to take care

of Jamie; and I guess the old lady had promised to have a tree."

Jamie was listening eagerly, and broke in, forgetting his shyness:

"Yes; a Christmas tree and candles. For grandma said so."

"Seems as if that is all he thinks of," said the fireman; "his poor mother—she—" and he stopped, and closed his eyes again.

"Shall we go now?" insisted Jamie. "You said that we'd get there the night before Christmas."

"Now, young fellow," broke in the conductor, "you know this is road luck. You are a railroad man, and must learn to keep a stiff upper lip when things go wrong; brace up, and let that tree wait a day or so."

But Jamie's sobs broke out afresh. Fireman Jim's head turned languidly away.

"I should think some of those women might know what to do for the boy," said the conductor. The doctor nodded.

"Take him away, and have him amused if you can," said he. "He troubles his father. He ought to have something to eat,"—the doctor hesitated, and then added,—"though I suppose it does no good to say so. Have you anything—any way of making a cup of tea, or any beef extract? Do you go prepared for these emergencies?"

The conductor shook his head.

"I'm afraid not," he said, "unless some of the passengers might have something left from lunch. We were due at 5.30, you know, and we get our supper in town."

"Well, you might inquire," said the doctor; "he would feel better after having a bit of something."

So the conductor, carrying the crying Jamie, went back to the passenger car. He found the young girl the centre of what seemed almost a social circle.

The good-natured baby, who had been drowsily nodding, was sound asleep in one of the farthest seats, as content as a veteran traveler in a Pullman state-room, while his mother sat shyly on the outskirts of the little company. The traveling man's sample-cases, covered with a napkin, formed an



**Carriage and
Bicycle Makers'**

Japan Coach Colors

MASURY'S. JOHNSTON'S (Bull Dog). CANADA PAINT CO.'S.
Also STANDARD VARNISHES.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West

TORONTO

improvised table; and upon this the stock of eatables was being spread.

"Well, anyhow, we sha'n't be starved," the old lady said; "that there basket"—pointing to a huge covered wicker—"is full of fixin's I was taking to John's folks. I expect it won't seem so like Christmas to the children if they don't have them leaf-cookies and the gingerbread animals; and they are good if I do say it that ought'n't; but I'm sure I never thought, when I was bakin' 'em, that they would save our lives."

"We'll hope they need not do quite so much for us," laughed the pretty girl, whose name on the one modest trunk in the rear car was D. M. Marsh; "but we will not touch the children's cookies unless we are starved into such robbery. How glad I am Aunt Mary made me take this great box of luncheon! I hardly made an impression on it this noon." And she brought out an unopened jar of pressed chicken. "This will be our Christmas turkey!" she announced.

"Is n't there some way of melting that down into soup?" asked the conductor, who came in just at this point.

"How is the injured man?" inquired the commercial traveler, while the old lady held out her motherly arms for Jamie, as she said:

"You poor lamb! Is it his pa that's killed?"

"He's all right," said Conductor Brooks; "only his arm is broken, and he is knocked out and faint. The doctor was asking for some soup, or something to brace him a little. If that was chicken broth, now, it would just fit."

"Why, we can make broth in just a few minutes," said Miss Marsh; and in a moment she had brought from her trunk a pretty chafing-dish, and lighted it, the old lady nodding approval.

"Alcohol, too, the girl said, laughing; left over from the last oyster spread at college."

The lamp was quickly adjusted, and into the bright pan went part of the jellied chicken.

"It's a privilege, nowadays, to see a young girl know somethin' about cookin'!" said the old lady, while the stolid-faced man silently proffered a match; and Jamie stopped crying to taste the broth, when an appetizing odor began to diffuse through the car.

During all that had passed the boy had hardly left his dark corner. He did not wish to talk. It was nobody's business where he was going, and some one would be sure to ask. But he looked on, and

thought how bright and quick and pleasant the girl was. When the broth was sent to Jim and the doctor returned, the remainder of Aunt Mary's bread and butter and pickles was spread, with various additions from the others' lunch-baskets. Part was reserved for breakfast, and the little group whose common misfortune had thawed all reserve supped together merrily, if not bountifully. The boy declined all but a single sandwich. He was hungry, but the angry, defiant pride which had hardened his face all day melted somewhat, and he felt less like eating.

"And to-morrow is Christmas!" said the traveling man, whose name was Osgood. "I've worked like two men to get through and have the day at home with the wife and babies, and it is hard to be stalled up so near."

"And there's my son John, and Milly and the children. I have'n't missed a Christmas with them since John was married. They all come to me Thanksgivin'," said the old lady; "but we're all alive, and that's a great mercy."

"Never mind," said Miss Marsh; "we'll have the evening at home. But I wish I hadn't stayed with Aunt Mary until the last moment."

"I want a Christmas!" sobbed Jamie,

NEW ARRIVALS.

CHRISTMAS GOODS.

Cutlery—Pens, Pockets, Tables and Carvers from Joseph Rodgers & Sons, John Askham & Son, Geo. Butler & Co., H. Boker, etc. Razors—Leading German and English makers.

SKATES—Several thousand pairs just opened out. Write for our special catalogue on Silverware. Beautiful novelties. Special value. Just the thing for Christmas trade.

BOWMAN, KENNEDY & CO. Wholesale Hardware Merchants, **London, Ont.**

his ready tears bursting forth again. "Mama said I should have a Christmas; an' gramma's got a tree, an' I—want—a—Christmas!"

Again the big conductor told the short, sad little story of the dead mother who had promised a happy day to the boy; and Miss Marsh looked steadily out of the car window a half-minute, while her eye brightened and a resolve formed.

"Jamie boy," said Miss Marsh, "you shall have your Christmas. It's Christmas here just the same as all over the world; and you shall have a real one."

He looked up in joyful trust. "An' a tree?"

"Yes, dear; a real tree," said the girl. The others listened in astonishment. The old lady opened her lips to remonstrate, but shut them again. The traveling man whistled softly and skeptically, and the doctor looked on amused. Only Jamie and the boy gazed at her with implicit confidence.

"When shall I have it?" asked Jamie.

"To-morrow—Christmas morning," said the girl brightly. "Now go to papa and go right to sleep, and in the morning—you'll see!" With tears undried, but with a face beaming with happiness, Jamie let himself be carried away to his makeshift bed by his father's side.

"An' a tree," he said as the sleepy eyes closed; "an' candles, an'——"

* * *

"Well?" said Mr. Osgood, with a quizzical smile of doubt. But before Miss Marsh could reply the boy said briefly:

"I'll get it. I saw 'em before it got dark."

He had already buttoned his coat, and seizing the red-handled axe that hung near the stove, he bravely leaped out into the drifts.

"Those little evergreens, you know," said Miss Marsh; "they are just a few feet away—he can see them by the light from the windows, I think; and we can make it pretty somehow," she continued eagerly; "Jamie's such a little lad, and Christmas means so much to him."

Mr. Osgood nodded.

"But what's goin' to be on the tree?" asked the practical old lady. "It's all foolishness goin' to so much trouble for that one child, and we a-tremblin', you may say, between life and death! But I declare for 't, I hate to have the day go by and do nothin'; and even if we're rescued to-morrow, as that conductor says he thinks probable,—which I don't more 'n half believe—what with gettin' home, and explaining when you do get there,

—which please mercy we may!—why, the day's as good as gone. An', anyhow, I've got a pair of red knit mittens for John's Alexander, and I'm going to give 'em to that poor motherless lamb, an' you can hang 'em on the tree for one thing, Miss Marsh."

"Splendid!" said Miss Marsh. "And I have a red skating-cap in my satchel—I believe it will just fit him."

"Is he too small for a knife?" asked Mr. Osgood. "Let's see—about five, isn't he? My wife makes six the knife-line; I guess I'd better not," and he returned it to his pocket.

"Hold on!" said he, with sudden inspiration. "I've some illustrated catalogues here that could pass for picture books—yes, and cards, too—our new ones"; and, diving into his cases, he brought out a pile of brilliant pictures.

"Will Miss Santa Claus accept this?" asked Dr. Carleton, offering a pocket microscope. Just then the door opened, and the boy came in, dragging triumphantly a small evergreen.

Every one laughed excitedly, and it "did begin to seem somethin' like," as the old lady said. Then how they worked? The tree was braced firmly at the end of the aisle, the lumps of ice and snow shaken off and a more durable quality of soft cotton flakes from Dr. Carleton's surgical stores added. Leaf cookies and astonishing gingerbread animals dangled from the branches, and Alexander's red mittens waved in welcome. Even the man of the immovable visage helped, with something like a softening of his hard features; and when he fastened to a branch a red blank-book and pocket pencil, there was an outburst of laughing applause.

Meanwhile Dr. Carleton talked quietly with the shabby little woman; he had asked about the baby's teething, and she unconsciously gave him much of her simple story. Her husband had lost his place in the little town where they had lived. He had found work in the city, and she was going to meet him. They had no "folks." She worked in a factory before she was married. No; the baby hadn't cut any teeth yet. She hoped that she wouldn't fuss or be sick about it. She didn't know much about babies. The doctor listened with sympathy, and, a little later, wrapping a bright gold piece in a bit of paper, he marked it, "For Baby Burns to cut her teeth on," and it was added to the tree.

The boy looked on with a dull ache in his throat. He hoped it was not going to be sore. How sick he had been with those bad throats, and how good mother always was!

Mother was filling the children's stockings at home now. She always managed to have something for them, somehow. Poor mother! She would have it all to bear alone now. How could he leave her? Why didn't he think of her part? "But I won't go back," he said to himself. "I can't go back now. I'll come home rich some day, and give mother everything she wants; but I won't sneak back now." Then he didn't care to think more.

"I can make a top," he whispered to Miss Marsh, "if I have a piece of wood. Shall I?"

"He would like it best of all, I know," said Miss Marsh heartily; and then she added aloud, "Now we must have a star for the top. What can we do about it?"

"Well, I guess it's good enough," said the old lady. "I guess he won't miss the star."

But the girl looked from one to another in perplexed appeal.

"Why must there be a star?" asked the boy shyly.

Miss Marsh hesitated a moment. She did not know much about boys, this brotherless college girl; but she said, almost as shyly as he:

"Don't you think the Christmas star is the most beautiful thing in the world? You know the Christ Child was born beneath a star; and I think it meant, for one thing, that for every new life there is a star set in heaven that will light the life all the way, if once we catch a glimpse of it, and know it is there for us."

The boy listened breathless. He could not have told just what the girl's words meant; but the moral courage that all day had been struggling to live took new strength, and slowly began to shape itself into a resolution. They stood looking at each other, when the traveling man, who was down again in his cases, emerged in triumph, waving some tinfoil.

"Cut out the star from that pasteboard box," he cried; "and here's the glory for it. We can't stop short of perfection in this tree."

"Well, I'm blessed!" said Conductor Brooks, staring at the sight, when he came in a little later. "Where do you folks think you are? At a Sunday school festival?"

"Never you mind where we be!" said the old lady. Her bonnet was awry and her spectacles on her forehead. "You just help h'ist up that star, and then we're all done."

Christmas morning Jamie awoke round-eyed and expectant.

"I want my tree," he said, "and I want

HAMILTON HARDWARE CO., Ltd.

HAMILTON, ONT.

IMPORTERS OF GENERAL HARDWARE

Brass and Iron Bedsteads,
Plumbago and Crucibles.

We are NOW READY TO TALK PRICES AND MAKE CONTRACTS for

“The Celebrated Cavalier Bicycle”

AND

Manufactured by The National Sewing Machine Co., Belvidere, Ill.

“The Pelham”

Made by

A. D. Meiselbach, Milwaukee, Wis.

CAVERHILL, LEARMONT & CO.

Sole Agents for Canada

MONTREAL

SKATES

...We have a complete stock of all sizes of the following :

| | |
|-------------------------|--------------------|
| <i>German Acme Nos.</i> | <i>5, 7, 10</i> |
| <i>Canadian “ “</i> | <i>5, 3, 7, 10</i> |
| <i>Starr Hockey “</i> | <i>5, 7, 10</i> |

We also carry full line of fixtures.

Write for prices and book your orders now.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE.

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. W. TORONTO

my breakfast." And as the waiting holiday-makers were impatient as he, the breakfast was hurried through, and then they all filed in, Jamie in Conductor Brooks' arms, his father, who was doing bravely, coming behind, followed by the engineer. Jamie gazed at the tree as if dazed by his surprise; but after the first moment a smile of radiant, ecstatic joy spread over the round, baby face. Not a word or sound, only that beaming, blissful smile. It was irresistible; and with shouts of laughter the tree was despoiled of its offerings, and Jamie's cup of happiness was full. In the midst of the merriment Miss Marsh glanced at the boy. He was gazing at the star with a curious expression, and she thought of their words the night before. In her bodice was thrust a pin whose head was a tiny golden star—the badge of her class society. She drew it out, and pressing it into one of the leaf-cookies which were being passed about, she handed it to him with a whispered "Merry Christmas!" He saw it, and there was a quick rush of color to his face, and tears to his eyes—and that little star weighed down the balance of decision on the right side, and made a man of him. But the girl never knew.

When the laughing talk had quieted a little, Jamie turned confidently to Miss Marsh.

"Now the story," he said.

"What story, laddie?" she asked.

"The Christmas story. Mama said there is a Christmas story, and she saved it up for Christmas day. It is the nicest story I ever heard, mama said."

Every one was still for a moment. Poor Jim turned away. "She would have made a good man of him," was the thought in his heart. The girl felt her own heart beat quickly. Could she? Before all these strange people? What would they think! No, she couldn't; she would have a chance to talk to Jamie alone before the day was over. That would be much better. But the childish eyes gazed expectantly into hers, and with a swift thought of the dead mother she lifted the little boy gently to her knee, and with softly flushing cheeks, and voice that trembled a little, she began:

"Long ago, in a beautiful country over the sea, there were shepherds in the fields keeping watch over their flocks by night."

The sweet voice grew stronger as the simple words of the wonderful story held the listeners in solemn silence. The little woman's tears dropped on her baby's head as she heard of the mother for whom there was no room in the inn, and a vague, trembling prayer went up from her burdened heart to the Christ who was a child.

The boy's eyes shone with new light as

he thought of the star set in heaven for the Christ who was a boy, and with a thrill of newly-awakened love and appreciation he placed his own weary, hard-worked mother on her throne in her boy's heart.

There were eloquent sermons preached in the churches that Christmas day, and wonderful music was sung; but, as truly as in his visible temples, Christ was preached and worshiped about that little tree, whose balsam breath went up as frankincense and myrrh.

A little later in the day, after the relief had come and the train pulled into the city station, the Christmas party stopped a moment for the last handshakings and farewells. Twenty-four hours before they would have parted with scarcely a glance at one another. Now they seemed old friends. The busy doctor hurried away first, followed by a long, grateful look from the baby's mother.

"I'll never forget it of him," she thought.

The boy took a step towards Miss Marsh. One of her hands was tight in Jamie's chubby clasp, the other was held in the old lady's.

He looked a moment, then turned with a resolute face, and walked to the ticket-office.

"Give me a ticket on the first train that goes back to Little Falls," he said.

THE BRITISH BICYCLE TRADE.

UNITED STATES Consul Geo. F. Parker, Birmingham, Eng., in a recent report to the State Department, writes as follows:

"Since my report, in May last, upon the progress of the cycle industries in this district, development has continued on the same lines. The old established factories have been engaged to the full limit of their capacity, greatly enlarged though it has been from time to time. It is estimated that from five to eight thousand operatives have been drawn into this branch of manufacture from other trades during the past year. Some branches of business long stagnant have thus been turned into paying properties for the time, and much idle labor has found employment at good wages.

"The trade returns for the first nine months of 1895, show the export of cycles to the value of £1,147,146 (\$5,582,012); during the same period of this year they amounted to £1,326,077 (\$6,452,681). This increase is small compared with the growth of the export trade from the United States, but it proves that even with increased facilities, the home trade has almost monopolised the machines made here, showing that about 750,000, worth between £11,000,000 (\$53,426,000) and £12,000,000 (\$58,392,000), have been made in England during the present year. The manufacturers claim to

be well prepared for any extension of trade in the colonies, and insist that they can retain it, whatever its proportions.

The trade with the United States in cycle materials continues to decline. My last report on this subject showed the growth of the steel-tube trade, which reached its highest development during the December quarter of 1895, when tubes to the value of \$252,651.58 were sent. The following quarter showed a reduction to \$231,200.36. This decline continued with accelerated rapidity during the second quarter of the year ended June 30, when tubes to the value of \$130,253.84 were declared; but this was eclipsed during the quarter ended September 30, when the shipments amounted only to \$62,787.92. Many of the contracts made by our people have expired and others are running out. My prediction that trade in these products would practically cease by the end of the season of 1897 bids fair to be more than verified.

"No complete bicycles have been sent to the United States from this district since my last report. On the other hand, a good many machines of American manufacture have been sold even in this district. It is not safe to predict how long this demand will continue, but as trade conditions in general have improved during the past year, it is likely that a considerable number of machines of good quality may be sold, if offered at prices slightly lower than those ruling here for the same kind. Nominally, retail prices have not advanced; in reality, they have, owing to the reduction of trade discounts.

"If the demand for cycles continues over the world, the factories will probably turn out 1,000,000 machines during the next year."

MINING SUPPLIES.

JOHN SMITH, of the Hamilton Powder Co., has returned from a visit to twenty of the gold mines in the Seine and Rainy Rivers and Lake of the Woods district. He also met many prospectors, mine owners and others, who all say they are likely to have very extensive development work there during the coming season.

They are all busy now preparing for the spring work. A great number of the locations are in the interior, and are reached in summer by canoes and portaging. Heavy loads cannot be taken in, and ordinary supplies only at very heavy cost. In winter, however, with the lakes and rivers frozen and covered with snow, roads are cut through the woods and supplies of all kinds are brought in at small cost. The entire season's supplies of flour, pork, groceries, dry goods, clothing, boots—in fact, everything to be found in a general store—are brought in during sleighing.

The bulk are bought from Port Arthur, Fort William and Rat Portage merchants, and from the traders at the stations along the line of the Canadian Pacific.

Established 1860.

Incorporated 1895.



TRAYS

Lithographed, round and oval, black and fancy colors, all sizes, new designs.

PRICES ON APPLICATION.

THE THOS. DAVIDSON MFG. CO., Ltd. - MONTREAL

THE BRITISH TIN PLATE INDUSTRY.

TRADE and other publications in the United Kingdom are admitting that while the crisis in the English (Welsh) tin plate industry has been threatened for some time, it is none the more easily settled on that account.

In fact, the change in the tin plate industry during the past six years, since the McKinley Bill undertook to aid its establishment in this country, not only bears out the claims of the friends of the tin plate sections of the McKinley Bill, but tends to upset the arguments of that class of economists who have declared, in school and out, that the added tariff would increase the cost of the protected article to the consumer.

A study of the prices of tin plate prevailing before and after the passage of the McKinley Act "will show that in September, 1890, tin plate, I. C., 14 by 20, was selling in New York at \$5.17 per box, and that in July, 1891, when the McKinley Bill went into effect, providing a duty of 22-10c. a pound, it was only bringing \$5.28 per box, or 11c. more than it was ten months before the McKinley Bill went into effect. The highest price it reached at any time under the McKinley Bill was \$5.50 per box, and generally it was lower. In October, 1894, it was selling as low as \$4.09; in December, 1894, at \$4; in December, 1895, at \$3.82, and in January, 1896, at \$3.86. It

is a noticeable fact that tin plate and the articles manufactured therefrom are selling to-day to the consumer for less money than when the McKinley Bill went into effect."

With this picture of what has been accomplished in mind, it is of interest to learn that the tin plate workers in Wales have asked for the re-establishment of the wages scale of 1874. In reply The London Iron and Steel Trades Review, among other English technical journals, says that such a course would be practicable if trade conditions which existed in 1874 could be restored.

In June last an investigation was made into the condition of the tin plate mills in South Wales, with results that certainly do not support the demand made by the Welsh workmen. The figures then collected showed that there were 184 idle mills; mills working on 1874 list, 8; mills working at 10 or 12½ per cent. reduction, 170; mills working at 15 per cent. reduction, 170; mills working at 17½ per cent. reduction, 47; mills working at 20 per cent. reduction, 12; mills working at 22½ per cent. reduction, 5. The men declared that there never was a time when the permanence of the 1874 list of wages or other wage standard was more seriously imperiled. There was scarcely a vestige of uniformity left; the wage abatements ranged from 10 to 22½ p.c. Months ago the operatives engaged at the Old Castle, Western and Old Lodge Works, Llanelly, employing close upon 4,000 hands and distributing in wages £2,400 per week, conceded a reduction of 10 per cent. The men are now asked for nothing short of 20 per

cent. At Llanelly the employers declared that they could not keep their works going unless the workmen agreed to a reduction of 22½ per cent. on the wage list of 1874. In the Morriston district the catchers and behinders revolted and refused to accept any reduction of wages. The behinders are young men from eighteen to twenty-four years of age, who earn, when paid in full, some 3s. 9d. per day. The catchers are boys of from sixteen to twenty, who earn from 2s. 6d. to 3s. per day. The scarcity of employment at the Forest and other works had brought about a division of work. Many of these young people for this reason earned no more than 10s. to 12s. per week.

Commenting on these figures, an American contemporary says our friends on the other side of the water declared that we could not make tin plate. First, they held that it would take long years before we could properly tin the plate, then they said we might learn to tin, but we would have to send abroad for the black plate. But experience proved that they were wrong, and that the industry could be established here. When the McKinley tariff went into effect American manufacturers were given six years to show that they could make tin plate. Yet within two years the provisions of the law had been met—that is, that the amount of tin and terne plates made in the United States, plus the amount of articles made from sheet iron or steel or tin, equaled one-third of the amount of tin and terne plate imported, less the amount re-exported. "Greater progress in establishing anew industry," adds the London journal, "was never seen."—Bradstreets.

We make a specialty of High-Grade

.. Bar Iron ..

REFINED AND NORWAY

THE GUELPH NORWAY IRON AND STEEL CO.

Limited.

Rolling Mills, GUELPH

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 25, 1896.

HARDWARE.

THE volume of trade during the week has been moderate, chiefly on account of orders placed a week or ten days ago. Few new orders are noted this week, and practically all of the travelers are in off the road, while the warehouse staffs are busy with stock-taking. The goods asked for in the business current this week are cutlery, skates and some lines of sporting goods. All other lines rule quiet, and there are no changes to report.

FENCE WIRE—Business remains dull. Discount, 20 per cent. Terms, 4 months or 3 per cent.; lots of less than 1,000 lbs. f.o.b. Montreal, etc.

PLAIN WIRE—Some small lots are asked for. Discounts on coppered iron and coppered spring are 20 per cent. f.o.b. Montreal.

BARBED WIRE—Trade continues dull. We quote as follows: \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

WIRE NAILS—Very little business doing. Discounts are: 75, 10 and 2½ f.o.b. in this province, 75 and 10 in Ontario, freight prepaid where rate does not exceed 25c. per 100 lbs.; 75 and 7½ in Maritime Provinces, 75, 10 and 2½ in British Columbia, and 70 and 5 in Winnipeg.

CUT NAILS—No improvement to report yet. We quote the base price, \$2.30 f.o.b. Montreal.

HORSE NAILS—Trade continues quiet as it was last reported. Discount, 50 per cent.

HORSESHOES—Demand remains quiet. We quote f.o.b. Montreal: Iron shoes, \$3.50; steel shoes, XL 3 and 4, \$4.50; ditto 0 and 2, \$5.25; assorted, \$5; steel toe weights, \$5.50.

TACKS—Remain featureless.

SCREWS—Only a quiet demand to note this week. Discounts are: Flat head, bright, 80, 10 and 10; round head, bright, 75, 10 and 10; flat head, brass, 77½, 10 and 10; and round head, brass, 72½, 10 and 10 per cent.

BRASS AND COPPER WIRE—Quiet and unchanged, with discounts 10 to 12½ per cent.

CARRIAGE BOLTS—Dull with discount 60 per cent.

TIRE BOLTS—Unchanged at 65 and 10 per cent.

IRON RIVETS, ETC.—Without activity. Discounts are 60 and 10 on stove bolts, 60 and 5 on iron rivets, and 55 and 5 on iron burrs.

COPPER AND TINNED RIVETS—A few small lots are moving. Discounts, 50 and 10 on copper, and 65 and 5 on tinned.

ROPE—There is a moderate call for rope. We quote: Sisal, 6¼ to 6½c.; manilla, 8½ to 9c., and deep sea line, 13½ to 14c.

CUTLERY—Good sorting orders for fancy lines of cutlery have continued throughout the week. Otherwise orders are nil.

SPORTING GOODS—Rather quiet, with few new orders either for guns, rifles, etc.

CHURNS—Discounts on these have been reduced to 65 per cent.

CLOTHES WRINGERS—An advance in these has been noted, the range now being \$25.50 to \$30.

TOOLS—Quiet, with only a few snow shovels moving.

AXES—No new orders are reported this week, though goods are still moving on those sent in some days ago. We quote \$5 to \$9.

BUILDING PAPER—There is little life to report in this line. We quote: Plain build-

ing, 30c.; tarred lining, 40c.; and do. roofing, \$1.40 to \$1.50.

SKATES—There has been a good sorting demand for skates.

WARE—Nothing to report.

BELTING—Continues as last reported at 40 to 45 and 10 and 55 per cent., according to grade.

CEMENT—Business quiet and prices unchanged. We quote: English, \$2.05 to \$2.15, and Belgian, \$1.90 to \$2.

FIREBRICKS—Dull at \$17.50 to \$22.50 per 1,000, as to brand.

METALS

The metal and heavy iron market exhibits little change. All lines are quiet.

PIG IRON—Quiet, without a single transaction of moment to report. We quote as follows: Hamilton, \$18.25 to \$18.50 for No. 1, and \$17.25 to \$17.50 for No. 2; Ferrona, \$17 to \$17.50; Siemens, \$17 to \$17.50; Summerlee, \$20; Carron, \$20; Ayrsonne, No. 1, \$19; Eglinton, \$18, and Carnbro', \$18.

BAR IRON—Higher prices are predicted in bar iron, but the wish is, no doubt, father to the thought. We still quote \$1.45 to \$1.55.

BAND IRON—Continues quiet and unchanged at \$1.75 for domestic.

HOOP IRON—A few small orders have been filled at steady prices, viz., \$2.25.

TURKEY TIME IS NOW AT HAND...

The most modern way of cooking them is in a



Covered Roasting Pan

SELF-BASTING, AND RETAINS THE FLAVOR OF THE FOWL.

| Three Sizes, Nos. | 2 | 3 | 4 |
|-------------------|---------|-----------|-----------|
| Dimensions, | 9 x 14½ | 10½ x 15½ | 12½ x 17½ |
| List Price, | \$0.80 | \$1.00 | \$1.20 |

A SAMPLE ORDER IS SURE TO SELL OTHERS.

WISHING ALL OUR PATRONS A

MERRY CHRISTMAS and PROSPEROUS NEW YEAR

The McClary Mfg. Co.,

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

The Dominion Wire Rope Co.

299 St. James St., and 10 Victoria Sq. (LIMITED)

Manufacturers of

MONTREAL



For

Hoisting
Mining

Elevators
Guys, etc.

Clothes Lines
and

Semaphore
...Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

Greeting

We desire to convey to the patrons of the "C" brand horse nails throughout Canada, our sincere thanks for their favors during the current year, and to wish them all a Merry Xmas and a Happy New Year

CANADA HORSE NAIL CO.

Montreal.

DRAIN PIPES

Best Canadian and
Scotch brands

Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

PLATE GLASS

From the celebrated

FRENCH

Factories of the ST. GOBAIN CO. makes the **Best Shop Windows.** The whitest and most brilliant.

For sale only by

THE

Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO, MONTREAL, LONDON, OTTAWA

British and Belgian Plate Glass
also in stock.

SHEET STEEL—There is no change in this line. We quote \$2.60 to \$2.70, as to grade.

SHEET IRON—Hardly any movement to report. Values are steady on the basis of \$2.50.

GALVANIZED IRON—With stocks in small compass, values are held steady at \$5.75.

TINNED IRON—Without change at \$5.75 to \$6.

LEAD PIPE—Very little business doing, and prices are steady at 7 to 7½c., with 30 and 5 off.

SOIL PIPE—Continues as it was last week, at 60 and 5 per cent. discount.

PIG LEAD—Without movement, while values remain unchanged at \$3.25 to \$3.35.

INGOT TIN—Motionless at 15 to 16c.

INGOT COPPER—Dull and unchanged at 13c.

SHEET COPPER—Business quiet and prices steady at 17c.

IRON PIPE—A few small lots of pipe have been moving, but these are no new orders. Discounts are. ¾ to 1 inch, 65 per cent.; 1 to 1½ inch, 70 and 5; 1½ to 2 inch, 70 and 10; and 2½ inch, 70 and 10; galvanized pipe, 50 per cent.

CANADA PLATES—Buyers are disposed to negotiate for near-by shipment, but sellers don't care to do so except at an advance. Prices are firmly held at \$2.55 to \$2.65 and there are few sellers at the inside figure.

TIN PLATES—Advices from abroad indicate little change for prompt shipment. For delivery ahead, however, makers are more willing than they were. On spot light stock necessitates continued firmness in prices. We quote: Coke, I.C., \$3 to \$3.25; coke wasters, \$2.70 to \$2.80; charcoal, I.C., Alloway. \$3.25; do, I.X., \$3.80 to \$4.00; P.D. Crown, I.C., \$3.75; do, I.X., \$4.50.

TERNE PLATES—Dull and unchanged, at \$5.85 to \$6.25.

BOILER PLATE—Remains, as last noted, at \$1.85 to \$1.90.

COIL CHAIN—There is little doing in chain.

SOLDER—Steady, at 11½ to 12c., without movement.

SHEET ZINC—Firm but dull, at \$5 to \$5.25.

SPELTER—A few lots of Silesian sold at \$4.50, while Ville Montagne was steady at \$4.75.

ANTIMONY—Quiet and steady, at 10c.

GLASS.

There is little or nothing doing in glass. We quote: First break, \$1.30 to \$1.35; second, \$1.40 to \$1.45 per 50 feet; and \$3 to \$3.10 for third break, per 100 feet.

W. G. HARRIS

Wholesale Buyer

. . of . .

SCRAP

BRASS, COPPER, ZINC,
LEAD, IRON

William Street, Toronto.

Reference :

Imperial Bank; Toronto.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts,
All goods guaranteed.

MEAKINS & CO.

313 St. Paul
Street . .

MONTREAL

and Meakins & Sons, Hamilton.

A Good Varnish Trade Pays...

The only way to get it is to handle Varnish you can be sure of every time—a Varnish that is the same, whether you buy it in Summer, Winter, Fall or Spring. The trouble with most Varnishes is not so much that they are not good, but they are not **ALWAYS** good—they lack uniformity.

Once you get a Varnish from us that suits, you can always depend upon getting the exact same article when you order again.

The Cottingham Varnish Co.

LIMITED

Mrs. Pratt & Lambert Varnishes

Montreal.

PAINTS AND OILS.

There has been little life to this market, and prices generally remain as they were. All the houses are busy taking stock.

WHITE LEAD—Without change, as follows: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Dull and steady. We quote: Pure, 4c. in casks, and $4\frac{1}{4}$ c. in kegs; No. 1, $3\frac{3}{4}$ c. in casks, and 4c. in kegs.

LIQUID PAINTS—No alteration to report.

LINSEED OIL—Unchanged at last week's decline. We quote: Raw, 47c., and boiled, 50c. net 30 days; 5 and 10 barrels 1c. per gal. less.

TURPENTINE—Steady, but quiet, at 44c. in single barrels, net 30 days; 5 barrels 1c. less.

SEAL OIL—The same as last week, at $52\frac{1}{2}$ c.

CASTOR OIL—Continues quiet at $9\frac{1}{2}$ to 10c.

PUTTY—Steady in bulk at \$1.85.

NAVAL STORES—Continue dull. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

All heavy chemicals continue quiet. We quote as follows: Bleaching powder, \$2 to \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do. 70 per cent., \$2 to \$2.20; chlorate of potash, $17\frac{1}{2}$ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.75 to \$2.25; do. roll, \$1.75 to \$2.25; sulphate of copper, \$4.25 to \$4.50; white sugar of lead, $7\frac{1}{2}$ to $8\frac{1}{4}$ c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.25 to \$1.50; chip logwood, \$2 to \$2.50.

HIDES.

The hide market was dull at 7, 6 and 5c. for beef hides, 75c. for lambskins and 4 to 6c. for calfskins.

PETROLEUM.

There is no change in petroleum. We quote: Canadian refined, in car lots, 15c.; smaller quantities, 16c.; American pure white, in car lots, $17\frac{1}{2}$ c.; water white, $19\frac{1}{2}$ c., and Astral, 21c., less 2 per cent. In small lots pure white is quoted at $18\frac{1}{2}$ c.; water white at 20c. and Astral at 22c.

ASHES.

The ashes market continues quiet at the recent decline. We quote: First pots, \$3.40; seconds, \$3.05, and pearls, \$4.45 per 100 lbs.

COAL.

Without change, as follows: Stove and

chestnut, \$6; egg, \$5.75; Scotch grate, \$6; Scotch steam, \$4 to \$4.50, and Lower Port steam, \$3.75 to \$4.

ONTARIO MARKETS.**HARDWARE.**

TORONTO, Dec. 25, 1896.

TRADE in general is not as good as it was a week ago. But nothing else was expected; this being Christmas week, a good many of the travelers are in the warehouses and letter orders are small. Business, however, has been fair, and that for the season appears to have been, on the whole, better than it was a year ago at this time. The demand during the week has naturally been chiefly for such lines as cutlery of all descriptions, skates, silverware, sleigh bells, etc.

ORDINARY FENCE WIRE—Quiet and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days; in lots of less than 1,000 lbs. Freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal, Hamilton and London.

PLAIN WIRE, ETC.—Much the same as a week ago. We quote: Tinners', coppered iron and coppered spring, discount 20 per cent. f.o.b. Toronto, Montreal, Hamilton and London; no freight allowance.

BARB WIRE—Dull and unchanged. We quote as follows: In Ontario (towns on Midland Railway excluded, where the price is \$3): Barb wire, \$2.85; plain twist, \$2.85 per 100 lbs.; staples, \$2.85. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—These are still going out moderately well. Discounts are 75 and 10 per cent. Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, 75, 10 and $2\frac{1}{2}$ per cent.; Maritime Provinces, 75 and $7\frac{1}{2}$ per cent.; British Columbia, 75, 10 and $2\frac{1}{2}$ per cent. f.o.b. factory; Manitoba and the Territories, 70 and 5 per cent.; Winnipeg, 70 and 5, delivered.

CUT NAILS—Continue quiet. Base price \$2.30 per keg. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business is fair. Discount, 50 per cent.

HORSESHOES—A number of orders have been received during the past week, principally for the iron kind. We quote, f.o.b. Toronto: Iron, \$3.60; steel—No. 0, 1, 2, \$5.35; 3, 4, \$4.60; assorted, \$5.10; toe

weight, \$5.80; all f.o.b. Toronto or Hamilton.

SCREWS—Trade fair. Discounts are: Flat head bright, 80, 10 and 10; round head bright, 75, 10 and 10; flat head brass, $77\frac{1}{2}$, 10 and 10; and round head brass, $72\frac{1}{2}$, 10 and 10 per cent.

BRASS AND COPPER WIRE—Quiet and unchanged. Discounts, 10 to $12\frac{1}{2}$ per cent.

CARRIAGE BOLTS—Quiet. Discount, 60 per cent.

RIVETS AND BURRS—Business continues fair. We quote as follows: Stove bolts, 60 and 10; black and tinned tinners' rivets, 65 and 5; iron rivets, 60 and 5; iron burrs, 55 and 5 per cent.; copper rivets, 50, 10 and 5 per cent.; bifurcated, with box, \$1.25.

BRASS BUTTS—Quiet and unchanged at $17\frac{1}{2}$ per cent.

ROPE—The improvement noted last week has been maintained. We quote: Sisal, 7-16 in. and larger, $6\frac{1}{4}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., $6\frac{3}{4}$ c. Manilla, 7-16 in. and larger, $8\frac{1}{2}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., $8\frac{3}{4}$ c.; deep sea line, $13\frac{1}{2}$ c. for water laid, and $14\frac{1}{2}$ c. for machine-made; hemp, 7 to 9c.

CUTLERY—A fairly good trade on Christmas account has been done, a good many case goods, carvers, table and pocket cutlery having gone out.

SPORTING GOODS—A fair demand has been experienced during the week for ammunition of all kinds, and a few guns have been called for. There is scarcely anything doing in rifles.

CHURNS—Are unchanged from last week's reduction. Discounts: 65 and 5 per cent. f.o.b. factory and 65 per cent. from stock. Terms, 3 per cent. off for cash 30 days.

WRINGERS—The figures quoted last week at \$25.50 should have read \$29.50. In spite of the advance noted in our last issue trade has, if anything, improved a little during the past week. We now quote: "Royal Canadian," with brass corners, at \$29.50

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

and the "Lightning" at \$30 per dozen, usual terms.

TOOLS—In this line a good demand is still to be noted for snow shovels at \$2.60 to \$2.75 per dozen.

AXES—There is still a fair demand for small lots at from \$5.25 to \$9.

BUILDING PAPER—The demand is still good. We quote: Plain building, 30c. per roll; tarred lining, 40c.; tarred roofing felt, \$1.45 to \$1.50 per 100 lbs.

SKATES—There has been no abatement in the demand for skates, and jobbers are finding it difficult to supply the demand in all sizes.

LEATHER BELTING—A good deal of activity is still to be noted in this line. We quote: Standard, 45, 10, 10 and 10 per cent.; extra, 40, 10 and 10 per cent.; agricultural, 65 per cent.

CEMENT—The condition of the trade is much as before. We quote in car lots: Canadian Portland, \$2.30; English do., \$2.50; Belgian do., \$2.25; Canadian hydraulic cements, \$1.10.

METALS.

Business in the metal trade is much about the same as a week ago. So are prices.

PIG IRON—One thousand tons of No. 2 Northern pig iron was sold on the Toronto market this week, delivery to be made by the end of August next. The price paid was \$11.48 in bond, cash 30 days, equal to \$15.48 Toronto. Domestic pig iron is quoted at \$16.50 for No. 2 in ordinary lots.

BAR IRON—There is little or nothing doing this week. Base price, \$1.50 to \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade is fairly good, with prices unchanged. We quote \$2.25.

SHEET STEEL—Trade is only moderate, not any large lots going out. Prices are firm. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, \$3 to \$3.75 per 100 lbs.; 18 to 20, \$3.25; 22 to 24, \$3.50; do. 26 gauge, \$4.

BLACK IRON—There is not a great deal being done. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.55.

GALVANIZED IRON—Business in this line is principally in the way of import orders for early spring delivery. A few case lots are moving from stock, but the bulk of the orders are for small lots. We quote Queen's Head and equal brands in case lots as follows: 16 gauge, 4½c.; 18 to 24, 4¼c.; 26, 4½c.; 28, 4¾c. Small lots, ¼c. per lb. extra.

Art Metal Work and FOR INTERIOR EXTERIOR FINISH

We make the largest variety, most accurate fitting, ornamental, durable and reliable in the Dominion. No imitator has anything equal. No light-weight, trashy stock used in our makes. Prices right.

Metallic Roofing Co., Ltd., Wholesale Mfrs. Toronto

TINNED IRON—Business is still quiet. We quote: Up to 20 gauge, \$5.50 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE AND TRAP—The slightly improved demand noted last week for lead pipe has been maintained. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 and 5 per cent. off; traps, discount 25 per cent. on small lots, 25 and 5 on \$10 lots, and 25, 10 and 5 per cent. on \$25 lots and over.

SOIL PIPE—There is still very little doing. Discount, 60 and 5 per cent.

PIG LEAD—Not much doing. We quote: 3¼c. for ton lots and 3½c. for small lots.

INGOT TIN—Quiet at 15 to 16c. according to quality.

INGOT COPPER—Not much doing. We quote 12 to 12¼c.

SHEATHING COPPER, ETC.—Trade has been fairly good, both in roofing and sheathing copper, but in braziers' copper there has not been much doing. We quote: 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Orders in general are only small, but they are numerous. We quote: ¼-inch, 60 and 2½ per cent.; ⅜ to ½-inch, 67½ and 2½ per cent.; ¾-inch, 70 and 7½ per cent.; 1-inch, 70 and 10 per cent.; 1¼ to 1½-inch, 70, 10 and 5 per cent.; 2-inch, 70, 10 and 10 per cent.; galvanized iron pipe, ½ inch, 47½ to 50 per cent., larger sizes, 50 to 50 and 5 per cent.

BOILER TUBES—Dull and unchanged. We quote: 1½ inch, 6½c.; 2-inch, 7¾c.; 2½ inch, 9¼c.; 3 inch, 11c.

RANGE BOILERS—There is not much doing. We quote as follows: Galvanized, 30 gallons, \$5.50 to \$5.75; 35 gal., \$6.50; 40 gal., \$7.50 to \$7.75; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Are being called for

regularly in small lots. Prices are firm. We quote: All-dull, 52 sheets, \$2.50; half-polished, \$2.65.

TIN PLATES—The improvement noted last week in the demand appears to have been maintained. Stocks in some sizes are low. We quote cokes at \$3.15 for 14 x 28 and \$6.25 for 20 x 28.

COIL CHAIN—Quiet and unchanged. We quote: ¼ in. 4¾c.; ⅜ in., \$3.70; ½ in., \$3.25. Large quantities can be shaded.

TERNE PLATES—Dull. We quote: I C, \$6; I X, \$8.

SHEET ZINC—While a good many orders are being received, the orders are small. We quote: Cask lots, 5¼c.; small lots, 5½c.

ZINC SPELTER—Quiet. Prices are firm. We quote: Imported, 4¾c. in ton lots, and 5c. in smaller lots.

ANTIMONY—Dull. We quote: Cookson's, 9 to 9½c.; other makes, 8 to 8½c.

OLD MATERIAL.

Business is quiet and prices unchanged. We quote: Agricultural scrap, 45 to 47½c. per cwt.; machinery cast, 47½ to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7½c. per lb.; bottoms, 7½c.; new light, 7¾c.; heavy copper, 7¾ to 8¼c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½c.; heavy red scrap brass, 6¾c.; scrap lead, 2c.; zinc, 2c.; scrap rubber, 3¾ to 4c.; good country mixed rags, 50 to 60c.; clean dry bones, 30 to 35c. per 100 lbs.

GLASS.

There is nothing new in the situation, business still being quiet. We quote window glass as follows: Fifty-foot boxes, first break, \$1.20 to \$1.25; ditto, second break, \$1.30 to \$1.35; 100-foot boxes, first break, \$2.30; second break, \$2.50.

PAINTS AND OILS.

There is scarcely anything doing in paints, oils or white lead, and prices are

without change. A straggling enquiry is reported for Paris green for the coming year, but the market has scarcely been formed yet, consequently no figures have been given. There have been a few small shipments of Japan colors for coach and carriage work and also a few parcels of carriage varnishes.

WHITE LEAD—Ex Toronto, we quote Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: Genuine, in casks of 560 lbs., \$4; ditto, No. 1, in casks of 560 lbs., \$3.75; genuine, in kegs of 100 lbs., \$4.25; ditto, in kegs of 100 lbs., No. 1, \$4.

LIQUID PAINTS—Pure, \$1 per gallon; No. 2 quality, 90c. per gallon.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c per 100 lbs.

LINSEED OIL—Quotations to outside western points are (freight allowed): Raw, 1 to 4 barrels, 48c.; 5 to 9 barrels, 47c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 50c. Prices in Toronto, Montreal, Hamilton, London, are 2c. per gallon less.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Montreal, are 2c. less than the above.

GUM SHELLAC—30 to 32 1/2c.

CASTOR OIL—In cases, 9c. per lb. and 9 1/2c. for single tins.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2 1/2 to 3c. in barrels and 4 1/2c. in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.65 bladders, in 400-lb. barrels, \$1.75; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12 1/2-lb. tins, 8 in case, \$2.35.

SEEDS.

The situation is much about the same as a week ago, and no improvement is looked for until the New Year. We quote: Alsike, \$3 to \$5 per bushel f.o.b.; red clover, \$4 to \$4.75; timothy, \$1.20 to \$1.40 per bushel.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with cured quoted at 7 1/2c. Dealers pay 6 1/2c. for No. 1, 5 1/2 c. for No. 2, and 4 1/2c. for No. 3.

CALFSKINS—Market is dull at 6 to 7c. for No. 1 and 5c. for No. 2. Sheep and lamb skins, 75 to 80c.

WOOL—The market is steady. Dealers are paying 20 1/2 to 22c. for combing fleece, 17c. for rejections. Pulled supers are 20 to 21c. and extras at 22 to 30c.

PETROLEUM.

The demand is active and increasing, with prices steady and unchanged. We quote

MOST PROFIT

Is made in the long run on goods that give to customers best **SATISFACTION.**

NICHOLSON FILES

ARE THE
Best Sellers



Because they have had a
Universal Reputation
for 30 years of being the
STANDARD OF AMERICA,
and they are well known to be

UNIFORMLY RELIABLE.

NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.
LARGEST PRODUCERS IN THE WORLD.

in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15 1/2c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 1/2c.; Pratt's astral, 19c. in bulk.

MARKET NOTES.

Northern pig iron has been sold at \$15.48 Toronto, believed to be the lowest recorded.

A watch to retail at \$1 is what Rice Lewis & Son, Ltd., are offering to the retail trade. The watch is guaranteed for one year.

Rice Lewis & Son, Ltd., have again been appointed Canadian representatives for Hoyt's leather belting. The manufacturers of this belting have decided to discontinue the sale of their leather to manufacturers of belting and again turn out their own product themselves. The demand for this belting is at the moment active.

UNITED STATES MARKET.

NEW YORK, Dec. 24, 1896.

PIG TIN—Slightly higher cables from London served to impart more tone to the market here, and prices moved up to the basis of 13c. f.o.b. for lots of 5 tons or more, prompt delivery. Local speculation has fallen off, however, and purchases by consumers and the interior trade are of commonplace character. The bulk of stock that comes along is closely taken up, however, and the statistical position here is seemingly turning somewhat for the better.

COPPER—New business is, to all accounts, still on a very moderate scale, but deliveries on old contracts continue heavy, and this, in connection with considerable negotiation for future deliveries, serves to keep the tone of the market firm. Prices may fairly be quoted at about 11 3/8 to 11 1/2c. for Lake Superior, 11 1/8 to 11 3/8c. for casting and 11 to 11 1/4c. for casting stock, according to brand and delivery.

PIG LEAD—The firm tone of the market that has prevailed for several days remains unbroken. In fact, it seems doubtful that anything more than an occasional carload can be secured at less than 3.05c. for prompt or near future delivery. The firmness, however, is due mostly to the strong attitude of

Western holders, who seem to be indifferent sellers at the moment.

SPELTER—The market is momentarily dull and prices are uneven, with the range of 4.10 to 4.25c. quoted, according to brand.

ANTIMONY—Moderate jobbing business, at steady prices, is all that is taking place. Regulus quoted at 7 1/2c. for Cookson's, 6 1/2 to 6 3/8c. for Hallett's, and 6 1/2c. for Japanese.

TIN PLATE—The market remains positively dull and prices are weak, but showing no radical change.

IRON AND STEEL—All branches of the market remain quiet in this quarter, and prices throughout are virtually unchanged.

PROGRESS OF ELECTRICITY.

The progress being made in the adoption of electricity as a motive power is illustrated in the swinging bridges over the Chicago River, in the city of Chicago. It is within a comparatively recent period that steam has displaced hand power on the bridges even in the heart of the city. Three of the bridges have of late been turned by electric motors, however, and they have proved so reliable, efficient and economical that the service is to be extended. The city authorities have given orders to change machinery on all the bridges between the lake and Twelfth street numbering thirteen, in addition to those above mentioned. The operation of the bridges by steam involved the installation on each bridge of a complete steam-power plant and the constant maintenance of a fire, with the accompaniments of a skilled engineer, a storage place for coal and an accumulation of ashes. It is estimated that the substitution of electric power will save the city at least \$1,000 a month—Iron Age.

DOMINION TRAVELERS' DINNER.

The full report of the Dominion Commercial Travelers' Association annual dinner on Tuesday has been crowded out, but will appear in our issue of next week. It will prove interesting reading matter for others than travelers.

OUR MOTTO FOR 1897

ESTABLISHED 1868

CANADA FOR THE CANADIANS.

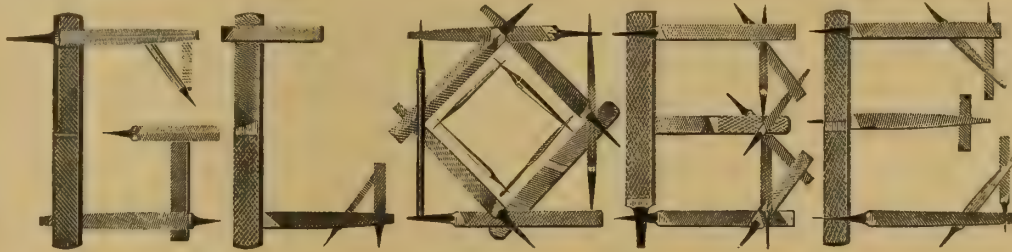
The Honorable Wilfrid Laurier and some of his supporters have repeatedly stated this to their constituents, consequently they must be in favor of protection. The old year of 1896, which brought victory to the Liberal Party (let us call them Conservative Liberals, or Liberal Protectionists), will soon have left us, and all true Canadians sincerely hope that the old platform of Free Trade, Unrestricted Reciprocity, Commercial Union, etc., is also gone, never to return.

The Globe File Mfg. Co. wish all their friends and enemies alike, A Happy and Prosperous New Year.

Our factory will start operations on January 4th, giving employment to about seventy hands, and we shall produce goods every working day during 1897, unless our Government at Ottawa should decide to close our works by making any reduction in the tariff.

Our country is being continually used as a slaughter market for American Second Quality Files which are exported under fictitious brands. If our Customs Department will only impose half the specific duty on Files and Rasps coming into this country, as compared with the American Tariff, we will give employment to double the number of hands and secure the business which rightly belongs to us.

The
Globe
File
Mfg. Co.

MANUFACTURERS
OF

Files
And
Rasps

ARE THE BEST

All goods tested and warranted. We make everything in this line, from the smallest Swiss pattern needle and dental file up to the largest machinist file.

FACTORY: PORT HOPE, ONT.
MONTREAL WAREHOUSE:
NO. 30 ST. DIZIER STREET.

LARGEST

PRODUCTION
VARIETY
STOCK
DEMAND

Our Files and Rasps have
a reputation as being Equal
to the Best.

MONTREAL ROLLING MILLS CO.

Rolling Mills

One 18 in. train

" 12 " "

" 9 " "

Wire Drawing Mill

Wire Nail Factory

Wrought Iron Pipe
MillCut Nail and Spike
Factory

Tack Factory

Horse Shoe Factory

Horse Nail Factory

Lead Works and
Shot Tower

BIRD'S EYE VIEW OF OUR WORKS, Lachine Canal, Montreal

SELLING AGENTS

JAS. CRAWFORD,
Victoria and
Vancouver, B.C.

JOHN PETERS & CO.
Halifax, N.S.

W. D. TAYLOR,
Winnipeg, Man.

OFFICES

Room 65 Temple Building
and
3080 Notre Dame Street
West, MONTREAL.

18 Front Street West,
TORONTO

All packages of our goods
bear our



Ask for
"M. R. M. Co.'s" goods



RETURNED
Jan. 6/98

PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER, JR.

CARPETS AND UPHOLSTERY

We have been in business since 1817.

Our facilities for low buying (and consequently for low selling) are unsurpassed.

We stand behind our goods and our agreements.

JOHN W. POOL & SONS CO.

Carpets and Upholstery

745 WHITE STREET

A reproduction of the announcement of one of the largest and best known carpet sellers in the United States. A strong advertisement; it makes three distinct and very pointed points; and is typographically and otherwise much in advance of the average business announcement. I criticise it for the following reasons: It speaks of carpets and upholstery and does not specify any particular kind of carpet or article of upholstery. It is too general. The paragraph reading, "Our facilities for low buying and consequently for low selling are unsurpassed," is admirably written and makes a fairly strong point. I object to the word "unsurpassed," because it is over-used by unreliable dealers. The paragraph reading, "We stand behind our goods and our agreements," is the strongest one of the three, and deserves to stand by itself in a good advertisement by itself, unhandicapped by other strong expressions. There is enough in this one paragraph to make an entire advertisement. I do not see the necessity of repeating "carpets and upholstery" after the firm name, as they are in the heading. The following advertisement is liable to assist the housewife in realizing that her stair carpet is shabby and that she needs a new one. A parlor, dining-room or any other carpet can be used instead of the stair carpet if desired.

She Stared at the Stairs

'Cause your carpet looked so—
and the handsomest, longest-
wear stair carpet, only 75 cents
a yard.

JOHN W. POOL & SONS CO.

745 WHITE STREET.

POINTS FOR CLERKS.

A RICH mind and noble spirit will cast a radiance of beauty over the humblest home, which the upholsterer and decorator can never approach. Who would not prefer to be a millionaire of character, of contentment, rather than possess nothing but the vulgar coins of a Cræsus? Whoever uplifts civilization is rich though he die penniless, and future generations will erect his monument.

Are we tender, loving, self-denying, and honest, trying to fashion our frail life after the model man of Nazareth? Then, though our pockets are often empty, we have an inheritance which is as overwhelmingly precious as it is eternally incorruptible.

An Asiatic traveler tells us that one day he found the bodies of two men laid upon the deserts and beside the carcass of a camel. They had evidently died from thirst, and yet around the waist of each was a large store of jewels of different kinds, which they had doubtless been crossing the desert to sell in the markets of Persia.

Diogenes was captured by pirates and sold as a slave. His purchaser released him, and gave him charge of his household and of the education of his children. He despised wealth and affectation, and lived in a tub. "Do you want anything?" asked Alexander the Great, forcibly impressed by the abounding cheerfulness of the philosopher under such circumstances. "Yes," replied Diogenes, "I want you to stand out of my sunshine and not to take from me what you cannot give." "Were I not Alexander," exclaimed the great conqueror, "I would be Diogenes."

Brave and honest men do not work for gold. They work for love, for honor, for character. When Socrates suffered death rather than abandon his views of right morality, when Las Casas endeavored to mitigate the tortures of the Poor Indians, they had no thought of money or country. They worked for the elevation of all that thought and for the relief of all that suffered.

The man who has no money is poor, but one who has nothing but money is poorer than he. He only is rich who can enjoy without owning, he who is covetous is poor though he have millions. There are riches of intellect, and no man with an intellectual taste can be called poor. He who has so little knowledge of human nature as to seek happiness by changing anything but his own disposition will waste his life in fruitless efforts, and multiply the griefs which he purposes to remove. He is rich as well as brave who can face poverty and misfortune with cheerfulness and courage.

We can so educate the will power that it will focus the thoughts upon the bright side

of things and upon objects which elevate the soul, thus forming a habit of happiness and goodness which will make us rich. The habit of making the best of everything and of always looking on the bright side of everything is a fortune in itself.

He is rich who values a good name above gold. Among the ancient Greeks and Romans honor was more sought after than wealth. Rome was Imperial Rome no more when the imperial purple became an article of traffic.

This is the evil of trade, as well as of partisan politics. As Emerson remarks, it would put everything into market—talent, beauty, virtue, and man himself.

"I don't want such things," said Epicurus to the rich Roman orator who was making light of his contempt for money-wealth; "and besides," said the stoic, "you are poorer than I am after all. You have silver vessels, but earthenware reasons, principles, appetites. My mind to me a kingdom is, and it furnishes me with abundant and happy occupation in lieu of your restless idleness. All your possessions seem small to you; mine seem great to me. Your desire is insatiate, mine is satisfied."

"Do you know, sir," said a devotee of Mammon to John Bright, "that I am worth a million sterling?" "Yes," said the irritated but calm-spirited respondent, "I do; and I know that it is all you are worth."

Don't start out in life with a false standard; a truly great man makes official position and money and houses and estates look so tawdry, so mean and poor, that we feel like sinking out of sight with our cheap laurels and gold. Millions look trifling beside character.

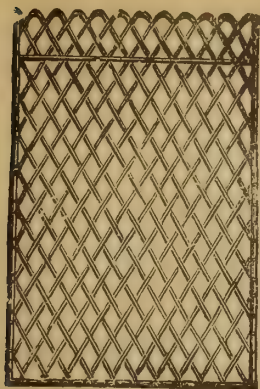
A friend of Professor Agassiz, an eminent practical man, once expressed his wonder that a man of such abilities should remain contented with such a moderate income as he received. "I have enough," was Agassiz's reply. "I have no time to waste in making money. Life is not sufficiently long to enable a man to get rich and do his duty to his fellow-men at the same time."—Architects of Fate.

PERSONAL MENTION.

Mr. James Hardy, of R. & T. Jenkins, is convalescing, being now able to walk about his home. He will likely be down town in a few days.

Mr. Miller, of Miller & Morse, hardware merchants, Winnipeg, is in Toronto spending his Christmas holidays.

Mr. C. M. Peters, of Midland, was in Toronto this week.



GUARDS

Basement Window Guards.
Factory and Mill Window
Guards.
School and Church Guards.

Store Front Guards. Office Counter Railings.
Inside Fine Woven Wire Blinds, lettered or plain.

Manufactured by _____

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL.

HOBBS MANUFACTURING COMPANY

... LONDON ...

GLASS

The largest and most complete stock of glass in Canada.
We are the only house making and carrying the full line.

LOOK AT THIS LIST.

MIRRORS
CATHEDRAL WINDOWS
PLATE GLASS
GERMAN MIRRORS
JEWELLED WINDOWS

LEADED WORK
16 and 21 oz. sheet.
28 and 32 oz. sheet.
ENAMELS
Tints of every kind.

MOSAICS
SIGNS AND PAPER
WEIGHTS
STAINED GLASS
PORTRAIT WORK

ASK FOR DESIGNS AND PRICES.

There couldn't be
better value than is offered by

"OXFORD" Boilers and Radiators

For _____

HOT WATER OR STEAM

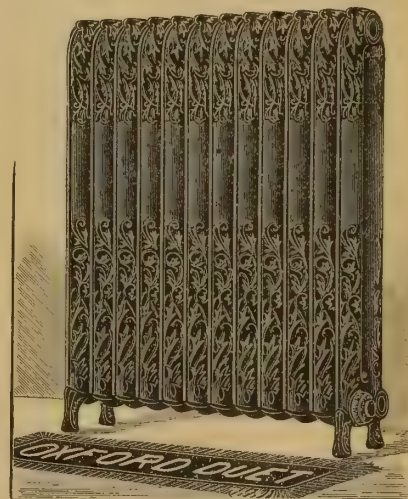
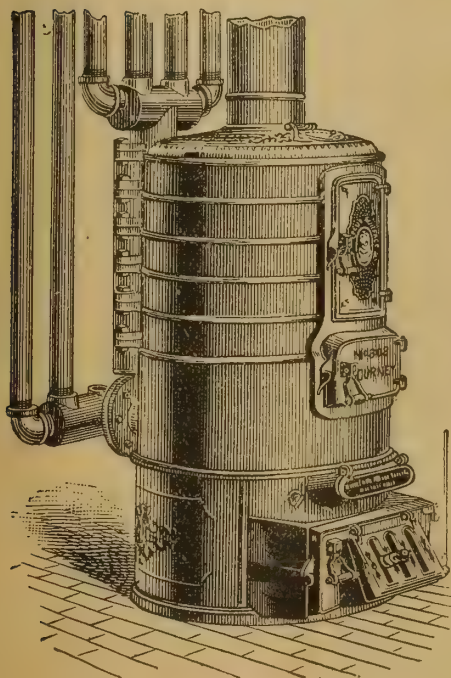
They are the world's standard
for mechanical excellence—en-
dorsed by all leading architects
and engineers.

The **BOILERS** are of unrivalled construction, with a
perfect circulation.

The **RADIATORS** never need repairs. They have
iron to iron joints and **can't** leak.

In all sizes and styles, at reasonable prices.

CONSULT OUR CATALOGUE.



The Gurney Foundry Co., Ltd., - Toronto

THE GURNEY-MASSEY CO. LTD., MONTREAL

THE CANADA PLUMBER AND STEAM-FITTER

THE cold snap which made its appearance this week does not appear to have benefitted the plumbing and steam-fitting trade to any appreciable extent, all the firms reporting business dull. "In all my experience," remarked a manufacturer, "I never saw the heating trade as quiet as it now is."

The Master Plumbers' Association will meet on Monday night next, in Pythian Hall, when officers for the ensuing year will be nominated. The election takes place at the February meeting.

The John Ritchie Plumbing & Heating Co. have a contract for heating the building at 122 Adelaide street, owned by the Canada Permanent Co. The system is low pressure steam heating.

NEW HEATING FIRM.

Application for incorporation is being sought by the Weeks-Eldred Co., of Toronto, Ltd. The applicants are Fred A. Daley, Chicago; Byron E. Eldred, Toronto; Charles Lord Weeks, Toronto; Louise Daley, Chicago, and Grace Minnie Weeks, Toronto. The capital stock is \$27,000, in 270 shares of \$100 each. The purpose of the company is to buy, sell, manufacture and deal in mechanical stokers, engines, boilers, furnaces, heaters, ventilating and heating plants and appliances and general machinery, and to carry on a general business as mechanical, civil, sanitary, heating and ventilating engineers and general contractors.

PLUMBING INSPECTOR'S LIFE.

What a thankless life an inspector of plumbing leads! He is buffeted on every side. If he is an honest man, impartial in his dealings with the trade and sincere in his criticisms of work, he is bound to occasion the ill-will of the plumber whose work is nipped in the bud by his doing his duty. He is called a crank, a man who doesn't understand his trade and is so generally abused for standing to his honest convictions that sometimes he wonders if it wouldn't pay him better to be Czar of Russia. Yea, verily, a plumbing inspector's lot is one of sad and bitter pills.—Plumbers' Trade Journal.

DISPOSAL OF DOMESTIC SLOP WATER IN ISOLATED HOUSES.

The following is a digest of one of the subjects discussed at the annual meeting of the British Association: If slop water was to be satisfactorily dealt with, it was absolutely necessary that all waste pipes should

terminate above the level of the ground. With sinks on the first floor there was no difficulty, but with sinks on the ground floor there was often a difficulty, and sometimes it was necessary to raise the sinks on platforms in order to get the necessary fall. If sinks were below the ground level it was impossible, as a rule, to treat the waste scientifically, but such underground sinks should never be tolerated in isolated houses. The waste water should in all cases have the maximum fall possible. With a fall, for example, of 1 in 10, it was evident that for every foot above the ground level at which a waste pipe terminated it would be possible to deliver the slops at a distance of 10 feet from the house, and if the bedroom sinks and bath wastes were 10 feet above ground level it might be possible, if desired, to deliver the water on to the ground at a distance of 100 feet from the house. This most important and fundamental point in house sanitation was too much neglected by architects. The points insisted upon were:

That all waste pipes should be well above the level of the ground.

That all slop waters should run in open gutters, with perforated floors and good bottom drainage, so that the water might soak away as it ran. Such gutters might with advantage be placed on low banks with sloping sides, and in all cases quick growing shrubs, such as privet, should be planted alongside of them. These sucked up the moisture, and soon became very ornamental.

No stagnation must be permitted anywhere along a line of drainage, and with the system he advocated, with the waste pipes terminating in the open, no traps were necessary or advisable.

Slop water should never be taken in pipes below the surface of the ground. Sub-soil irrigation was a mistake. Top soil disposal of slops was alone defensible.

The waste of the kitchen sink must be strained through a sink basket and passed through a filter of rough stones before being allowed to flow to a gutter (the details of plans for accomplishing this were given.)

If there were sufficient grounds to the house he advocated the treatment of every variety of slops separately, and wherever the waste waters of a house ran there was always an increase of fertility and beauty.

A drummer says he recently went into the store of a business man who did not advertise and was surprised to find him busy. The storekeeper, it transpired, had salt rheum and a Waterbury watch, and when he wasn't scratching himself he was winding his watch.

A DUBIOUS "OLD KRISS."

Us-folks is purty pore—but Ma
She's watin'---two years more---tel Pa
He serves his term out. Our Pa he-
He's in the Penitenchurree!

Now, don't you never tell!--'cause Sis,
The baby, she don't know he is.
'Cause she wuz only four, you know
He kissed her last an' hat to go!

Pa allus liked Sis best of all
Us children--'Spect it's 'cause she
When she 'uz ist a child, one day---
An' make her back look thataway.

Pa---'fore he be a burglar---he's
A locksmiff, an' maked locks and keys,
An' knobs you pull fer bells to ring,
An' he could ist make anything!--

'Cause our Ma say he can!---An' this
Here little pair o' crutches Sis
Skips round on---Pa maked them---yes, sir!--
An' silivur-plate-name here fer her!

Pa's out o' work when Chris'mus come
One time, an' stay away from home,
An's drunk an' 'buse our Ma, an' swear
They ain't no "Old Kriss" anywhere!

An' Sis she allus say they wuz
A "Old Kriss"---an' she allus does,
But ef they is a "Old Kriss" why,
When's Chris'mus, Ma she allus cry?

This Chris'mus now, we live here in
Where Ma's rent's allus due agin---
An' "she ist slaves"---I heerd her say
She did---ist them words thataway!

An' th' other night, when all's so cold
An' stove's most out---our Ma she rolled
Us in th' old featherbed an' said
"To-morry's Chris'mus---go to bed.

An' thank yer blessed stars for this---
We don't 'spect nothin' from "Old Kriss"! "
An' cried, an' locked the door, an' prayed,
An' turned the lamp down . . . An' I laid

There, thinkin' in the dark agin
"Ef wuz "Old Kriss," he can't git in,
'Cause ain't no chimbley here at all
Ist old stovepipe stuck frue the wall!"

I slept nen.---An' wuz dreamin' some
When I waked up an' mornin's come
Fer our Ma she wuz settin' square
Straight up in bed, a-readin' there

Some letter 'at she'd read, an' quit,
An' nen hold like she's huggin' it.---
An' Diamon' ear-rings she don't know
Wuz in her ears tel I say so---

An' wake the rest up. An' the sun
In frue the winder dazzle-un
Them eyes o' Sis's, wiv a sure-
Enough gold chain "Old Kriss" brought to'er!

An' all of us git gold things!--Sis,
Though, say "she know it ain't "Old Kris"--
He kissed her so she waked an' saw
Him skite out---an' it wuz her Pa."

--James Whitecomb Riley, in December Ladies' Home Journal.

A new joint stock company is being organized, to be known as the Perth Flax Mill and Cordage Co., Ltd., with a capital of \$30,000.

SITUATION VACANT.

WANTED—FOR A MANUFACTURING CONCERN, a traveling sales-man, having some knowledge of the hardware or stoves and tinware business. Correspondence confidential. Apply, stating age, experience, salary, to "Salesman," care of **HARDWARE AND METAL**. (51)

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory

9 Jordan St., **TORONTO CANADA.**

Armstrong Pipe Threading
AND **CUTTING-OFF MACHINES**

(Hand or Power).

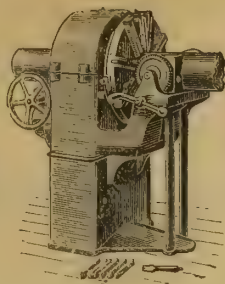
Armstrong Adjustable Stocks and Dies, Vises (hinged), Wrenches, Pipe Cutters, Clamp Dogs, etc.

Our goods are of the highest grade, and are celebrated for their time and labor saving qualities. Send for catalogue.

THE ARMSTRONG MFG. CO.

New York Office: 139 Centre St.

Bridgeport, Conn.



HOW TO DEAL IN WINDOW GLASS.

AMONG the hundred and one articles that go to render the stock of the up-to-date hardware dealer complete, window glass undoubtedly is an important item, writes Wm. Hirsch in *Hardware Dealers' Magazine*. Shrewd purchasing, proper attention to the stock, and wide-awake salesmanship are the essential requisites to the balancing of the window glass account on the right side of the ledger.

HOW AND OF WHOM TO BUY.

Buy only of the most reputable jobbing houses; unscrupulous jobbers are liable to send you fourth quality glass in boxes marked third quality, and injure you by kindred deceptions. There was a time when the progressive retailer would have to keep both French and American glass, the former for picture framing and similar purposes, where clearness of the glass is indispensable, and the latter for common glazing. Not so to-day! As good picture glass is manufactured in Pittsburg, Pa., as the most fastidious art connoisseur would wish for the frame of his highest priced treasure. Second quality of any of the first-class reputable natural gas brands is sufficiently good for high-class framing, while third quality of these standard brands is perfectly suitable for ordinary picture glass and glazing. Fourth quality is more expensive in the long run than third; a great many of the panes of fourth quality are unfit even for glazing by blemishes and waves. The small difference in price does not warrant this loss. Double thick is almost exclusively used for glazing, and third quality is all that is needed for ordinary demands.

WHAT SIZES TO BUY.

The most standard sizes for picture frames are 16 x 20, 16 x 24, 18 x 22 and 20 x 24. The sizes mostly in demand for glazing differ in each locality; in New York or Chicago an 8 x 10 for glazing purposes is hardly ever called for, while in a great many small New England towns the sale of this size exceeds any other. It is advisable for retailers, who have never before carried and intend to put in a stock of window

glass, to find out from the most prominent architects and builders in their locality what sizes of sashes they will be likely to recommend for new buildings and ascertain what sizes of panes are in the majority in the houses already erected. Guide yourself accordingly. No dealer can afford to keep the three hundred different regulation sizes which are on the official list. Strive to keep all sizes in demand always on hand and avoid purchasing odd ones. From bracket to bracket the price list shows an average increase of 86c. gross per box of fifty square feet, or at the present market discount of 70 and 10 per cent., 23c. net. If you have a good demand for a certain size in the fourth bracket, for instance, a 24 x 30, and only an occasional call for a 12 x 30, which comes under the third bracket, it is more advantageous to keep only 24 x 30 in stock, and as the occasion arises cut them up into two, 12 x 30. The actual saving by keeping also a box of 12 x 30 is about 7-20 of a cent. on a pane, hardly enough inducement to overburden your stock. The successful salesman on the glass counter must be a lightning calculator. Frequently it pays better to cut down a large pane, if an odd size is called for, thereby getting the required size and the remainder of a standard size, instead of cutting off a smaller pane a few inches, which is an absolute waste. For larger sizes of double thick glass the so-called stock sheets, which are sold wholesale at so much per square foot, are the most advantageous, as they render the carrying of a large assortment of sizes unnecessary.

HOW TO KEEP THE STOCK.

Opinions differ somewhat on the proper fixtures for the glass stock; the most economical way is to use the original glass boxes. Nail the large-size boxes in an upright position securely to the ground, and have a strong support at each end; then nail the smaller size boxes in the same manner on top of these, and you have as practical and economical an arrangement as one can wish for. Have separate fixtures for

single and double thick, and for second and third quality. Paste on each box a label denoting the size contained therein, and reserve several large boxes for miscellaneous sizes. Mark with soap on each pane the size when you put it in the miscellaneous partition. It will be seen more readily when wanted, and save the trouble of measuring over all the panes when looking for a certain size.

CUTTING-TABLE AND HOW TO UTILIZE WASTE.

The table itself, with the inlaid rule, is too well known an affair to require description. When cutting a large pane run your finger over the glass first, thereby removing the dust. The most experienced glass-cutter is liable to break a pane, but it should be an exception. Next to the cutting table have a barrel for the cullet, that is, all strips which are less than four inches wide and less than six inches long. Cullet is worth about fifteen cents a barrel, and unless one has large quantities it hardly pays to save it, but anything from a 4 x 6 up represents money. Florists use 4 x 6 for their greenhouses, paper box manufacturers similar small sizes. Sign painters use narrow glass strips, lead glaziers and fancy goods manufacturers use even so small sizes as 2 x 2; the glasses on photograph frames usually measure 4 1/4 to 6 1/2. In short, it pays to save everything from a 4 x 6 up carefully. They will easily bring \$1 per hundred. When cutting quantities of a small size fix a gauge with four nails on a small board, so as to have all glasses alike.

HOW TO BUY SMALL SIZES.

If you have a large demand for small sizes your local photographer will gladly sell you, at a nominal rate, his cleaned, rejected negatives. When cleaned off well they make an excellent picture glass.

VARIOUS HINTS.

A case of ribbed glass and one or two patterns of enameled glass are necessary to a complete stock. Also keep on hand several boxes of ground glass and a box of shocks (patent mirrors). Keep a price list

THE KNAPP & COWLES MFG. CO., BRIDGEPORT, CONN.

Cast Steel Forged.



Beech Handle.

No. 1.

Cast Steel Forged.



Ebonized Handle.

No. 4.

Send for Catalogue of full line of popular Hardware Specialties.

SCREW DRIVERS.

SEE OUR ADVERTISEMENT NEXT WEEK.

of plate glass, beveled and plain mirrors, skylight and all fancy glass in your office ; and be always posted on the best discount obtainable. Solicit orders from builders and architects for new work at a small margin ; the dealer who furnishes the glass for a new building is the one that is called upon to repair any damages that may occur. Have a net price list hanging near the glass counter, so that at one glance the salesman can tell the price of each size. Do not let your temper get the best of you if a clerk breaks a pane while cutting, but, on the other hand, have your employes know that you keep a close watch, for an excess of breakage is liable to eat up your whole profit. Circumspect management and brisk salesmanship will make window glass a profitable department for any hardware dealer in a reasonably favorable locality.

RECIPE FOR TICKET-WRITING INK.

The following recipe is said by an exchange to make a remarkably good quality of ink for ticket writing : Take four ounces of white wax and one ounce and a half of white soap. Melt, and when well amalgamated add of lampblack half an ounce. Mix well, heat strongly and add of shellac one ounce. Again heat it, mix it well, cool and bottle for use. You will find that with this ink lines may be drawn from the finest to the fullest without danger of its spreading.

TRADE CHAT.

A new Presbyterian church is to be erect-between Bonsfield and Rutherglen stations.

A new charcoal smelter is to be established in the northern part of the county of Hastings.

A syndicate of New York capitalists are in Dresden prospecting for oil. The best indications have been found, it is believed, and wells will at once be sunk.

A meeting of lumbermen in Cincinnati complained of the competition from Canada, and passed a resolution in favor of the reimposition of duty on Canadian lumber.

Assistant Engineer Rust, of Toronto, is making up the estimates for the proposed Island bridge and approaches. The estimate is in the neighborhood of \$106,000.

The U. S. Treasury Department has raised the Customs valuation of wood pulp imported from Canada into the States from \$10 to \$11 a ton. Large quantities are shipped from Northwestern Ontario.

Campbell Leckie, of Hamilton, has gone to Alliance, Ohio, to inspect the sewage works there, with a view to informing himself in reference to his duties as engineer of the similar works now under construction in Hamilton.

The Grand Trunk Railway management is considering a number of improvements in

its Montreal property. One is the city's proposal to run the tracks on a viaduct, which will do away with grade crossings, and the other is the purchase of the entire block of buildings facing the Bonaventure station for its new offices.

Few persons know that an ordinary gas jet will consume as much oxygen as four human beings. It is, therefore, well to remember when sitting long in a gas-lighted room to occasionally open a door or window for a few moments and bring in some fresh air.

CURIOUS CAUSE OF FIRE.

A curious cause of a factory fire is reported in The Commercial Bulletin, of Boston. It appears that in a cotton mill in Massachusetts the millwrights set two pulleys close together and formed the two into one to carry a wide belt. After a while the set screw worked loose, permitting the lower pulley to slip to one side. This threw the belt on the higher pulley. A stick of wood had been nailed up against this pulley some time before, and as the belt now ran upon the high centre of the pulley an inch or two of the belt lapped over the stick. The friction caused an intense heat, which shortly set fire to the dry wood and caused a serious conflagration in the mill.

The Best and Cheapest Cross Cut Saws

Canada Webs

THE LANCE

The best saw for the money on the market.

. . . Write for prices . . .

THE FOREST BEAUTY . .

Undisputed supremacy in quality, workmanship and finish.

Buck Saws, etc., etc.

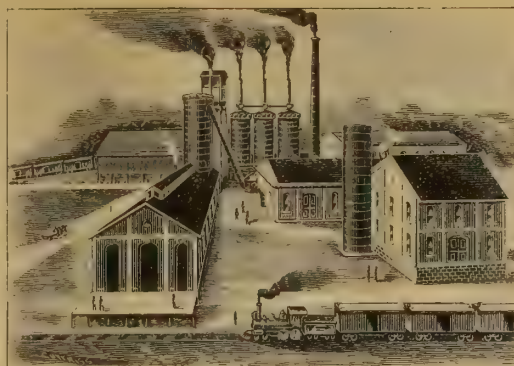
The Beaver Saw Works Co. - SHERBROOKE, QUE.

FINE.... ARTISTS' BRUSHES

C. H. Pencils
Mottlers, Etc.

Lamplough & McNaughton

See our Samples ...MONTREAL.
and Prices before placing orders.



The Hamilton Blast
Furnace Co., Ltd.

HAMILTON
Canada.

Manufacturers of
HIGH GRADE
Of...

PIG IRON.

Theile & Quack's
HORSE CLIPPERS
VICTOR



For sale by J. . .

WOOD, VALLANCE & CO.
HAMILTON, ONT.



BOECKH'S STANDARD

The leading brushes
and handled by the
leading trade of the
Dominion.

BRUSHES

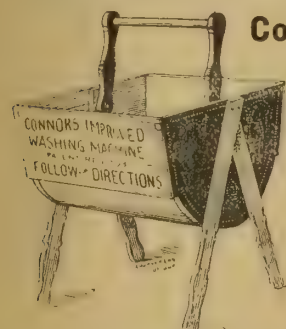
Full line of Samples at our Warerooms, 80 York Street, which you are cordially invited to inspect when in the city.

Offices and Warerooms, 80 York Street.
Montreal Branch, 301 St. Paul Street.
Factories, 158 to 168 Adelaide Street West, Toronto.

CHAS. BOECKH & SONS

MANUFACTURERS

Toronto, Ont.



Connor's
IMPROVED
WASHING
MACHINE

Awarded First
Prizes at nine Do-
minion Exhibi-
tions. Cheapest
and best machine
on the market.

WRITE FOR
PRICES ..

Agents wanted

J. H. Connor 525 Sussex St. Ottawa

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer

ESTABLISHED 1840.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish
information how to prevent them will always be
timely. We have published, in pamphlet form,
three admirable papers on the above topic, in which
Over-Stocking, Expense, Capital, Credit, Dis-
counts, Buying, etc., etc., are ably discussed. We
will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of
two cents per word each insertion, **pay-
able strictly in advance.** Ad-
vertisers may have their replies address-
ed in our care free of charge, but must
send stamps for re-addressed letters.

Hardware and Metal, Toronto

McCREADY'S

McCREADY

PERFECT HOCKEY SKATE

PERFECT HOCKEY BOOT



SEE THAT POINT? — It strengthens the
blade, it is useful in stopping the puck; foot-plates
are gauged to fit the boot and will not pull the heel
or sole off—it is a hockey player's ideal.

Polished Steel, - - - \$3.50
Nickel, - - - - \$4.50

All hand-made and manu-
factured expressly for us;
of the very finest Ameri-
can Tan leather. Design-
ed to give the wearer
absolute comfort. Correct
in shape and very strong.
Made in two grades:



A Grade, all sizes, - - - \$3.75
B Grade, all sizes, - - - \$4.50

Our Stock of HOCKEY SUPPLIES is very complete.

WRITE OR CALL FOR QUOTATIONS

The R. A. McCREADY CO. Ltd.

LARGEST SPORTING GOODS HOUSE IN CANADA

147-149 YONGE ST., = TORONTO, ONT.

COMMERCIAL MORALITY.

EDITOR HARDWARE AND METAL,—Your recent article on Japanese commerce has suggested the thought that it is about time attention was drawn to the lamentable lack of business honor in our own country. It may not be pleasant to have to admit it, but every business man in Canada will agree that, in many instances, merchants in this country are no better than in Japan. As far as importers are concerned, in their dealings with foreign houses, of course everything is satisfactory, but in the domestic or internal—I had almost said internal—business it is very different.

In a business career of some years, during which I have been in touch with several different lines of trade, I have found very few traders who would stick to a bargain if it meant a loss to themselves. So flagrant has this repudiation become that wholesalers seem to submit to it without complaint, thereby encouraging one of the grossest impositions that could be thrust upon them. They allow customers to back out of agreements, cancel orders, deduct allowances, and, in short, do as they please with them, and make contracts with conditions that can work only one way, and that in the interest of the buyer. As instance of this we might take the coal trade. Every summer the coal dealers call upon their patrons with an offer to book them for their next winter's requirements at the current price, with a guarantee against decline. Why should this guarantee be given? If there is an advance the importer loses his profit, although he has no corresponding chance of making anything extra in event of a slump. Of course, all this may not be admitted by the coal dealers, but, nevertheless, it is a well-known fact, and it is not brought about by pressure from the consumers, either, for the offers are made by the dealers annually, whether requested or not. With some other lines the wholesaler seems to be more of a victim, as he really does not start out to do business in such a one-sided manner, although his easy submission to the demands of his customer is practically an encouragement to the injustice.

Probably the worst item in this respect in connection with the hardware trade is import orders for glass. Scarcely an order seems to be filled at the price at which it was originally booked, and there are instances I have known of where the prices have been changed three or four times as the purchaser received fresh quotations from rival houses. The way it is done seems to me particularly unbusinesslike. In January, perhaps, a country merchant places an order with A & B at a stated price, but with that vexatious guarantee attached. A few weeks later, C & D's traveler calls, and

being disappointed in finding the order gone, determines that if he can't have it he can at least spoil it for the house that booked it. With this in view, he quotes prices altogether out of reason, and Mr. Country Merchant grasps at the opportunity of forcing A & B down a notch. This is done without difficulty, as although the latter might cancel the order, they are not likely to do so, as such a course might be construed as inability to meet the price—a confession that they could not buy as well as others.

By the time the glass is shipped a still lower quotation is given and the already diminished profit on the deal is entirely wiped out, as it is now too late to stop the glass and the guarantee must be lived up to.

If I might depart from my subject for a moment I would suggest, by way of partial remedy of this evil, that if a guarantee must be given it should be limited to a certain time—say the first or fifteenth of February.

To return. A particularly aggravating grievance cropped up in course of a conversation with a Toronto merchant a few days ago. An order had been received and filled early in the previous week at the current figure, but the price happened to drop, and the quotation given in Saturday's *HARDWARE AND METAL* was lower. This brought an indignant protest from the customer, who forthwith demanded a rebate. This being refused, the next mail brought notice of the return of the goods by freight.

Now, sir, I consider it scandalous that a merchant, himself bound to fulfil all obligations, should have to submit to such an imposition. Suppose instead of declining, the price had advanced. Would the retailer have written about it or remitted the difference? Hardly. What would he have said had the wholesaler charged him with the difference? Yet, after all, would it not be just as reasonable as giving a credit note for the amount? It really seems as though the wholesale merchant had developed into an insurance company, issuing policies to his customers, free of charge, protecting them against loss, although reserving to them all possible profit that can be made out of their trade. Sometimes I think the retailer expects this policy to cover his losses incurred through injudicious credit or fires, for I have heard of cases where such losses are recited as excuses for non-payment of accounts.

Another imposition I have noticed is that the wholesaler is looked to to reimburse his customers for any loss they suffer on goods in course of transit. Most houses have a notice on their billheads disclaiming liability for shortage, etc., but claims are made regularly for these losses, and, strange to say, they are generally allowed. Of course, keen competition is the excuse for this;

wholesalers do not wish to risk offending their customers. In a recent instance cited to me, however, I thought the limit somewhat stretched. A country dealer complained that a package reached him in a leaky condition, and demanded a credit note. Had he suggested dividing the loss there would have been no hesitation on the part of the shippers in meeting him, but his demand for the whole amount spoilt his chance of getting any allowance. However, it made no difference, for it was deducted from the next remittance.

This reminds one of the fact that many petty deductions are made in remittances, and I well remember one man with whom an old acquaintance of mine did business, and who would always make a mistake of a few cents when making out his cheque. This old fellow had no scruples about it, always apologizing, and yet doing the same thing again next time. To have refused that man's cheque would have been an offence, yet I think I would attempt it.

This man reminded me of an inveterate "soak," who was always on the look-out for the biggest glass of whiskey he could get for 5c. He would fill the "pony" to the brim in an apparent absence of mind, and then exclaim in a surprised tone, "I nearly flowed it over." After putting up with it for some time the hotel-keeper cured him by jumping up as soon as he started to tilt the bottle, and crying out, "You've nearly flowed it over." Were I collecting from our friend who made mistakes in his cheques I think this is about the plan I would adopt.

One of the annoying features of business as conducted in Canada is the neglect of settlement. Carelessness in this respect seems to be one of the leading peculiarities of our people, and yet how touchy they are about reminders! Failures are frequently the result of this neglect, and investigation into insolvent estates often shows a semi-criminal state of affairs that calls for some punishment.

While writing, a conversation near-by has



Enamelled Meat Choppers

of the **ALEXANDER WORKS**
can now be delivered promptly.

Beware of Imitations. Don't take any other.

For sale by

Rice Lewis & Son, Toronto

given me food for fresh thought. The subjects of the conversation were "Tariff Revision" and "Combines." A few days ago I was talking to the buyer for a large concern whose men are now on the road taking orders for spring delivery. In speaking of one line on which the duty is very low, I asked him what position he would be in if it were raised before spring, and his reply was that his firm would be out just that much. "Why," said I, "when our people sold those goods at the time the last tariff changes were made our customers made us agree to give them the benefit if the duty was reduced. Why do you not take your orders now subject to tariff changes?" The reply to my question or suggestion showed the speaker's opinion of his customers. He might take orders that way, but few if any of them would pay the increased rate necessitated by tariff changes. It is only in case of reduction you can do anything like that.

As to combines, I have seen so much "hunker sliding" done by parties to agreements to maintain prices that I have lost all faith in them. One of the most amusing breaches I have experienced happened some time ago, when a firm I was with were buying their goods from a member of an association at a lower rate than was allowed. The scheme was worked by means of a cash rebate at the end of the month, and one month when the payment was being made the cashier remarked that he did not think the combination was being kept very well. The member expressed his surprise, and declared that he believed there was not a member of the association but what was living up to his pledge! And this, if you please, was before the money was in our cash box!

Now I have cited a few cases as samples, and I am confident that a call on a few of our wholesale merchants will convince you of the truth of what I have said. They all know of them, and all have to contend with them. I don't like the man who is everlastingly kicking against this country and its people, but it is hardly right to show up the natives of another country while ignoring the faults of our own.

I—naturally—like the people of Canada better than any others, and quite believe that much of the trouble existing is owing to the want of business education, but I am still forced to the opinion that as it is at present, for pure unadulterated gall, small miserable tactics and absolute lack of business honor, a great many Canadian country merchants can hold their own with the people of Japan or any other country.

I think wholesale merchants and manufacturers should take up this question. Then business might become a pleasure instead of a misery; but, of course, it is useless to

suggest remedies until the time arrives when the wholesalers will combine to stamp out of existence some of the evils that are robbing them continually and spoiling what might otherwise be a pleasant vocation—the role of successful merchant.

TEMPUS.

Toronto, Dec. 22, 1896.

THREE GENERATIONS OF MANUFACTURERS.

HARDWARE AND METAL is in receipt of the B. Greening Wire Co.'s annual calendar, and we are advised that it is the first that came from the hands of the lithographers. The design is much the same as that issued in previous years. The trade will, therefore, know that it is

useful as well as handsome. But there is one feature about it that previous calendars of the firm had not, and that is the portraits of three generations of Greenings, namely, Nathaneal Greening, founder of the present business in England in 1799; B. Greening, the founder of the business in Hamilton in 1859; and S. O. Greening, president of the present company. The type in the calendar is clear and bold, and can be read across any ordinary office. The blank spaces, as of yore, are used to illustrate the goods the firm manufactures, such, for instance, as wire rope, wire chain, wire cloth, perforated metal, etc. On the last page of the calendar are tables giving the size, weight, length and strength of wire, wire rope, sheet zinc; also tables of distances.



Guaranteed to be the Best Preservative of Metals. Not Vaseline. Will retain its form in any climate. Not affected by heat or cold. Will **NOT** grow RANCID. Least required to coat work thoroughly. Use it to protect your tools. Largest Tube and Best Quality. Write regarding this or the best Repeating Rifles to

THE MARLIN FIRE ARMS CO., New Haven, Conn., U.S.A.

"GOOD CHEER"
STEEL OVEN *
COOKING STOVES
GUARANTEED PERFECT.

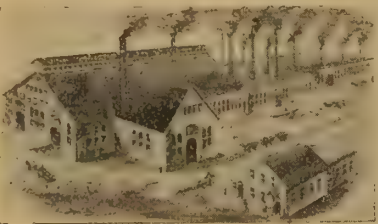
SOLD BY LEADING DEALERS EVERYWHERE. **THOUSANDS IN USE.** **THE JAS. STEWART MANUFACTURING CO. LIMITED WOODSTOCK ONT.**

Represented in Manitoba and Northwest Territories
 by J. H. Ashdown, Winnipeg.

Rhode Island Pattern Horseshoes.

Abbott & Co.

ROLLING MILLS



Correct Shape. Quality Guaranteed.

AND FACTORIES

MONTREAL

PEARSON'S PATENT

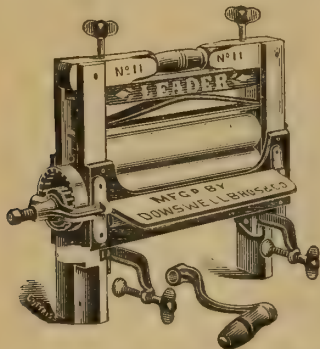
Cone Rotary Ventilator



For Balky Chimneys, ventilating Churches, Schools, Factories, etc. Substantial in make, ornamental in appearance. Made in sizes from 2½ to 48 inches.

The Montreal Roofing Co.

Sole Manufacturers for the Dominion, Montreal



THE NEW LEADER WRINGER

Eclipses any wringer ever before the public. Driven by an internal gear. Easy to operate. Send for samples and prices to

DOWSWELL BROS. & CO., Hamilton, Ont.

Sporting Goods . .

Leading dealers in all kinds of

WINTER SPORTING GOODS

COMPRISING—

Snowshoes, Mocassins, Skates, Hockey Sticks, Punching Bags, etc.

Our **Hockey Sticks** are the finest shapes on the market, and the prices right. We are the leading house on **SNOWSHOES** and our **MOCCASINS** are the finest made.

Send for Samples and Prices.

The Wightman Sporting Goods Co.

403 ST. PAUL ST., MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. COULOMBE, general merchant, St. Edouard, Que., is offering to compromise at 57½c. on the dollar.

Burton Haram, furniture, Ottawa, has assigned to P. J. Bazin.

R. P. Hooper, general merchant, Mad-dock, P.E.I., has assigned.

Louis Demers, general merchant, St. Marc de Monnoir, has assigned.

A. B. Shaw, general merchant, Middle Musquodoboit, N.S., has assigned.

David Clayton, harness, Collingwood, is offering to compromise at 50c. on the dollar.

O. Gagnac & Fils, saw and planing mill, Que., are offering to compromise at 25c. on the dollar.

T. Phillips & Co., stoves, tinware and planing mills, Orillia, have called a meeting of creditors for the 29th inst.

A meeting of the creditors of Francois Brisebois, painter, St. Henri de Montreal, has been called for the 28th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

McKay & Matheson, general merchants, Renfrew, have dissolved.

Cosman Bros., carriage makers and blacksmiths, Kingston, N.B., have dissolved.

SALES MADE AND PENDING

The Chatham Manufacturing Co. is advertising saw mills for sale.

The general stock of A. Picard, St. Helen, Que., has been sold at 62c. on the dollar.

The assets of Victor Lalonde, general merchant, St. Andre Avelin, Que., are to be sold by auction.

The stock of J. A. Theriault, general merchant, Fraserville, Que., has been sold at 42c. on the dollar.

The assets of E. H. Armitage, agricultural implements, Richmond, Que., are to be sold by auction 29th inst.

CHANGES.

A blacksmith shop has been opened in St. Celestin, Que.

The Ontario Radiator Co., of Toronto, is applying for incorporation.

D. R. McClure & Co., general store, Cowansville, Que., have sold out.

W. J. Burns, general merchant, Seeley's Bay, Ont., is retiring from business.

J. R. Riendeau has started into business at St. Henri de Montreal as painter.

James Matheson is starting a general store at Renfrew. So have McKay Bros.

G. H. Trestain has begun business in West Lorne as dealer in agricultural implements.

Garth & Co.

Plumbers and Steamfitters,

Manufacturers of all kinds of

Brass and
Iron Goods
Gas and Electric
Light Fixtures

536-542 Craig Street,
MONTREAL.

The Swansea Forging

SWANSEA
Near Toronto

Company, Limited

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

Nova Scotia Steel Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.
TORONTO.
will bring you
tenders from the
best contractors.

The Star Manufacturing Co.

Manufacturers of
CLOCK AND TOY MOVEMENTS, CYCLOMETERS,
FANCY BRASS GOODS, BRASS TRIMMINGS
AND MODELS.

Movements for Bicycle and Door Bells. Send for Descriptive Circular of our Patent "Ball" Burglar Alarm.

NEW HAVEN, CONN.

WILLIAM HILL

... Importer of ...

Paints, Oils, Varnishes,

Brushes, Window Glass, Glue,
Bronzes, Alabastine.

327 St. James Street, MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

.. ISLAND CITY ..

**Paint and
Varnish Works**

... Manufacturers of ...

PAINTS, COLORS AND VARNISHES.

WAREHOUSES: 100 and 102 Bay St., TORONTO.
188 and 190 McGill St., MONTREAL.
WORKS: 274 St. Patrick St., MONTREAL.

WHICH will you have,

Stove Polish...

....OR

Harness Oil ?

We can send you
the best in both lines.

Nothing Can Beat Our

QUICKSHINE STOVE PASTE.

ALPHA CHEMICAL CO.

BERLIN, ONT.

R. DILLON.
Hardware Specialties,
OSHAWA, ONT.

Stutt & Armstrong, hardware, Orono, have sold out to D. F. Walsh.

Paulin & Rannie, hardware, etc., Dashwood, Ont., have sold out to Jonas Hartleib.

Albina Larche, wife of Alderic W. Gauthier, has been registered proprietress of the general business of A. W. Gauthier & Cie.

FIRES.

James Howes, blacksmith and livery, Glencoe, has been burned out.

Johnston & Ferguson, painters, Granby, Que., have been burned out; partially insured.

ALUMINUM DECORATION FOR GLASS.

The design is transmitted, according to an exchange, either by means of finely engraved or etched steel or zinc plates and thinly fluid oil paint to the article to be decorated. or it may be painted directly on the article. For thin articles of glass or pottery light oil paint or even oil alone would make a sufficient underground; for heavier articles a preparation of rosin, sulphur and mirban oil is used in connection with light paint. This underground is also required in all cases where larger decorations are to be produced with pen and brush, because it remains for a longer time moist enough to retain the proper quantity of aluminum powder that is sprinkled upon it with a cotton pounce. Care should be taken to use enough aluminum, for it burns easily during the burning-in process, while too much aluminum will cause dust in the muffle whereby the articles in it are injured. After the aluminum powder has been sprinkled on the decorations it can be burnt in immediately. To produce a durable decoration of a beautiful silver color burning-in should be accomplished in a draught muffle at a temperature of about 500° Centigrade. This process should not last longer than 3 to 3½ minutes. If aluminum decorations are to be used in connection with decorations of enamel colors, gold, etc., the latter must be fully finished before the former can be executed.

ALLISTON'S NAIL WORKS.

The Northern Nail and Wire Co., which recently commenced business, is meeting with fair success. A few days ago at Alliston Mr. H. F. Kelly, the manager of the company, informed HARDWARE AND METAL that their present output was 200 kegs per week. They already find it necessary to increase their capacity and have ordered more machinery, which will place them in a position to supply all demands for spring trade.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for ...
Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon



BROOM AND CORDAGE WORKS.

WELFORD BROS.

Manufacturers of
Brooms and Whisks, Leather, Web
and Rope Halters, Rope Cattle Ties,
Cordage and Twines.

LONDON

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL:

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

HUB BORING MACHINES...

This machine shapes and sizes the hole in the hub automatically. They are easier running, and do more and better work than any other.

A. B. Jardine & Co.,

HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Dec. 25, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 16 0 00
Straits 0 16 0 00

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 00
I.X. " 6 25
I.X.X. " 7 50
J. R. & Co.—
I.C. 5 00
I.X. 6 25
I.X.X. 7 50
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.X. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 10

NOTE.—Other brands might be shaded by 25c. per box.
Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes 3 00
I.C., special sizes 3 15
20x28 6 25
Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00
I.X., Terne Tin 8 00
I.X., Orion 8 00
Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x36, 50 sheet bxs }
14x60, " } 0 05¼ 0 06
14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06½
28 " 0 07¼
Allendale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Base Price
Common Bar, per 100 lbs 1 65
Refined " 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 25
Hoop " 2 25
Swedish " 4 00 4 25
Sleigh Shoe Steel 2 50
Tire Steel 3 00 3 25
Machinery " 2 75 3 00
Cast Steel, per lb. 0 10½ 0 11
Russian Sheet, per lb. 2 00 2 25
Tank Plates, 1½ and thicker. 4 50 5 00
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 06½
2 " 0 07¼
2½ " 0 09¼
3 " 0 11
Steel Boiler Plate.
¼ inch 2 45
½ " 2 35

¼ inch and thicker..... 2 25

Sheet Iron.

16 gauge and heavier..... 2 50 2 70
18 to 20 gauge 2 25 2 50
22 to 24 " 2 30
26 " 2 40
28 " 2 55

Canada Plates.

All dull, 52 sheets 2 50
Half polished 2 50 2 60
All bright..... 3 10 3 25

Iron Pipe.

Wrought, ¼ in., 63 p.c.: ¾ to ½, 67½ p.c.: ¾ to 1 in., 70 and 5 p.c.: 1¼ to 1½, 70 and 10 p.c.: 2 in., 70, 10 and 5 p.c.
Galvanized, 50 and 5 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 and 5 p.c.

Galvanized Iron.

Queen's Head or equal grades, in small lots:
Per lb.
16 gauge..... 0 04¾
18 to 24 gauge..... 0 04½
26 " 0 04½
28 " 0 04¾
NOTE.—Case lots ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" ½ " " 3 25
" 9-16 " " 2 95
" ¾ " " 2 85
" 1 " " 2 75
Trace, per doz. pairs. 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards. 0 13 0 50
Jack chain, double, per doz. yards. 0 15
Jack chain, brass, single, per doz. yards. 0 20 10

Copper.

Ingot.
English B. S., ton lots 0 11¼ 0 12
Lake Superior
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. 0 20 0 22
" round and square
1 to 2 inches..... 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes. 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 0 25 0 27
Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 17 0 18
" 35 to 45 " " 0 15 0 15½
" 50 lb. and above, " " 0 14½ 0 16

Boiler and T. K. Pitts.
Plain Tinned, per lb. 0 21
Spun, per lb. 0 25
Wire.
Pure, in coils—
From 1 to 20 gauge, 12½ p.c. off list.
From 20 gauge up, 12½ p.c. off list.

Brass.

Roll and Sheet, 14 to 30 gauge, 25 to 30 p.c. off list.
neats, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04¾
Domestic 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 05¼
Part casks 0 05½

Lead.

Imported Pig, per lb 0 03¼ 0 03½
Domestic, per lb 0 02¾ 0 02¾
Bar, 1 lb. 0 04½ 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04 0 04¼
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe
Bar half-and-half 0 12½ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 09 0 09½
Other makes, per lb. 0 08 0 08½

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt
Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 50 4 75
No. 1 do 4 25
No. 2 do 4 00
No. 3 do 3 ¾
Brandram Bros. Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James' genuine 5 75
No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 05
French 0 09
Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. pe 1 35 1 40
cwt 2 75
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
100 lb. drums
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" " 0 09
" Black, pure 0 09
" Yellow, pure 0 18
Chro. Greens, pure, per lb. 0 12
Golden Ochre ¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 90
Extra " 0 65
Brown Japan 0 85
Brown Japan, Turpentine, p.g 1 30
No. 1 Carriage, per gal 1 00
Gold Size Japan, 1 20
Pure Orange Shellac 1 95
Hard Oil Finish 1 30
Oil Shellac 1 11
White Shellac 2 35

Linseed Oil.

Raw, per gal 0 47 0 48
Boiled, per gal 0 49 0 50
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Turpentine.

5 to 9 barrels 0 42
1 to 4 " 0 43
Freight allowed. Price 2c. less Toronto, Montreal, Hamilton, London.

Castor Oil.

In cases, per lb 0 08¼ 0 08½
Small lots. 0 08¼ 0 09

Cod Oil.

Cod Oil, per gal 0 50 0

Glue.

(In bbls.)

Common 0 07¼ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B. B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Riva and Nitro, 17 p. c.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 0
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 26
Thin card wads, in boxes of 1,000 each 8 gauge 0 26

| | | |
|--|--|---|
| <p> <i>Electrically prepared black edge grey cloth wads, in boxes of 250 each—</i>
 11 and smaller gauge 0 65
 9 and 10 gauges 0 75
 7 and 8 gauges 0 90
 5 and 6 gauges 1 10
 Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
 11 and smaller gauge 1 15
 9 and 10 gauges 1 40
 7 and 8 gauges 1 65
 5 and 6 gauges 1 90
 Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined, each 4 50
 Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
 Wilkinson & Co.'s Vices, lb. 0 09½ 0 10
 Augers.
 Gilmour's, discount 50 per cent.
 Hollow Stearn's, per dozen .. 13 00 20 00
 Adjustable Stearn's, each 5 50 6 50
 Post-hole, Vaughan's, each 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.
 Awls.
 Sewing, per gross 0 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled, per gross 3 60 7 30
 Saddler's, per gross 0 45 1 60
 Awl Hafts.
 Patent Peg, per gross 7 25 8 00
 " Sewing, per gross. }
 Awl and Tool Sets.
 Miller's Falls, per doz. 2 80 3 30
 AXES.
 Splitting Axes 5 25 5 50
 Chopping Axes—
 Black Prince 7 25 7 50
 Forest Clipper 7 25 7 50
 Lance 8 50 9 00
 Mann's 8 00 8 25
 Maple Leaf 9 50 10 00
 Hand Made 7 50 7 75
 Climax 8 00 8 25
 Phantom 8 25 8 50
 Axle Grease.
 Per gross 7 00 13 00
 Bath Tubs.
 Line discount 3 90 4 00
 opper, discount, 40 and 10 p.c. off revised list.
 teel clad, 20 per cent. discount.
 Bells.
 Hand.
 Brass, 65 to 68½ per cent.
 Nickel, 60 to 62½ per cent.
 Door.
 Gon Sargent's 5 50 8
 " Peterboro', discount 50 per cent.
 Cow.
 American make, discount 66½ per cent.
 Canadian, discount 45 and 50 per cent.
 Farm.
 American, each 1 25 3 00
 House.
 American, per lb 0 35 0 40
 Bellows.
 Hand, per doz 3 35 4 75
 Moulders', per doz 7 50 10 00
 Blacksmiths', discount 60 per cent.
 Belting.
 Extra, 40 and 10 per cent.
 No. 1, leather, discount 60 per cent.
 Standard, 55 per cent.
 Agricultural, 65 and 10 to 70 p.c.
 Bench Stops.
 Per doz 5 00 6 00
 Bits.
 Auger.
 Gilmour's, discount 65 and 5 per cent.
 Excelsior, discount 60 per cent.
 Rockford Common, 65 to 65 and 5 per cent.
 " Perfection, 50 and 10 per cent.
 Jennings' Gen., net list to 5 p. c. discount.
 Car.
 Gilmour's, 47½ to 50 per cent.
 Expansive.
 Clark's, 20 per cent.
 Excelsior, 10 per cent.
 Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell, per doz 1 00 1 50
 Nail and Spike per gross 2 25 5 20
 Blind Rollers.
 Annex, per doz 1 25 1 75
 Macscott, " 1 35 1 85
 Ermie, " 1 12 1 20
 Blind and Bed Staples.
 sizes, per lb 0 11 0 15
 Bolts.
 Carriage, dis. 60 p. c. off new list
 Tire, dis. 65 and 10 per cent. </p> | <p> love, dis. 60 and 10 per cent.
 Elevator, dis., 35 to 40 per cent.
 Machine, dis., 55 and 5 p.c. off new list.
 Coach Screws, dis. 65 and 5 p.c.
 Boring Machines.
 Complete, with augers, each.. 5 00 7 50
 Braces.
 Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Miller's Falls 15 50 29 00
 Brackets.
 Shelf.
 Japanned Canadian, per doz. 0 50 3 40
 pairs 0 85 3 20
 Berlin Bronze Canadian
 Broilers.
 Light, dis. 65 to 67½ per cent.
 Reversible, dis. 65 to 67½ per cent.
 Vegetable, per doz., dis. 37½ per cent.
 Henis, No. 8 6 00
 Henis, No. 9, " 7 00
 Queen City 7 50 10 00
 Butchers' Cleavers.
 From 8 to inch, per doz. 4 23
 Butts.
 Brass.
 Wrought Brass, dis., 17½ p.c. revised list.
 Cast Iron.
 Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
 Wrought Steel.
 Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
 Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen. Bronzed, per pair 0 40 0 65
 Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz 3 75 4 50
 Card.
 Horse, per do 0 60 1 00
 Carpet Stretchers.
 American, per doz 1 00 1 50
 Bullards, per doz 6 50
 Carpet Sweepers.
 Bissell, per doz 22 50
 World, " 21 75
 Daisy, " 24 00
 Star 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 30 00 33 00
 Cartridges.
 (See Ammunition.)
 Castors.
 Bed new list, dis. 55 to 57½ per cent.
 Plate, dis. 55 to 37½ per cent.
 Cattle Leaders.
 Nos. 31 and 32, per gross 8 50 11 25
 Cement.
 Canadian, Portland 2 30
 English 2 50
 Belgium 2 25
 Canadian hydraulic 1 10
 Figures are for carload lots.
 Chalk.
 Carpenters' Colored, per gross 0 45 0 75
 White lump, per cwt 0 60 0 65
 Red 0 05 0 06
 Crayon, per gross 0 14 0 18
 Chisels.
 Socket, Framing and Firmer.
 American, dis. 75 to 77½ per cent.
 Canadian, dis. 35 to 40 per cent.
 Tanged firmer, per doz 0 85 4 00
 Churns.
 Daisy or Leader, dis. from factory, 65 and 5 per cent. : from stock, 65 per cent.
 Steel, net 3 00
 Clamps.
 Judds', dis. 20 per cent.
 Stearn's, per doz 3 00 10 00
 Clips.
 Axle, dis. 65 per cent.
 Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprise, No. 0 1 35
 " No. 2 2 70
 Compasses, Dividers, Etc.
 American, dis. 62½ to 65 per cent.
 Cradles, Grain.
 Indian dis. 25 per cent.
 Dies.
 Har Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
 Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.
 Door Springs.
 Torrey's Rod, per doz (15 p.c.) 2 00
 Coil, per doz 0 88 1 60
 English per doz 2 00 4 00 </p> | <p> American, dis. 70 and 10 per cent.
 Canadian, dis. 25 to 35 per cent.
 Drills.
 Hand and Breast.
 Miller Falls, per doz 16 00 51 50
 P. S. & W., dis. 40 per cent.
 DRILL BIT.
 Morse, dis. 37½ to 40 per cent.
 standard, dis. 17½ to 50 per cent.
 ELBOWS.
 Stovepipe.
 doz 90 1 75
 FAWCETS.
 Cork Lined, per doz 0 30 0
 Wine, per doz 1 30 3 25
 Star, 2 80 3 90
 Fenn's Corkstops, No. 2, per dozen 1 70
 Petroleum, per doz 4 50 6 50
 FILES AND RASPS.
 Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
 Black Diamond, 50 and 10 per cent.
 Kearney & Froot, 60 and 10 per cent.
 Nicholson File Co. 50 and 10 per cent.
 Heller's Horse Rasps, 45 per cent.
 Jowitt's, English list, 25 to 30 per cent.
 FLUTING MACHINES.
 Each 0 60 2 00
 FORKS.
 Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.
 FREEZERS.
 Ice Cream.
 Gem, dis. 57½ to 60 per cent.
 Shepard's Lightning, dis. 50 to 50 and 10 per cent.
 FRUIT PRESSES.
 Henis, per doz 3 25 50
 Enterprise, dis. 10 per cent.
 Shepard's Queen City, dis. 15 per cent.
 FRY PANS.
 Acme, dis. 62½ to 65 per cent.
 GAUGES.
 Marking, Mortise, Etc.
 Stanley's, dis. 50 to 55 per cent.
 Wire Gauges.
 Winn's, Nos. 26 33, each 1 65 2 40
 GLASS.
 Double Diamond.
 Per 100 ft
 70 00 40 90 30 25 10 00 12 00 14 00 16 00
 3 40 4 40 5 40 6 40 7 40 8 40 9 40
 Window.
 Box Price.
 Star.
 Per 100 ft
 1 25 1 35 1 45 1 55 1 65 1 75 1 85 1 95
 Per 50 ft
 1 20 1 30 1 40 1 50 1 60 1 70 1 80 1 90
 Size United Inches.
 14 to 25
 26 to 40<</p> |
|--|--|---|

| | | | | | | | |
|---|-------------|---|-------------|--|--------------|--|------------|
| KNIVES. | | PLANE IRONS. | | SCRAPERS. | | Swedes, upholsterers', American (1 to 6 oz), 65 p.c. | |
| Clauss, bread, cake, and paring knives, \$7.00 doz. sets net. to 10 per cent. | | English, per doz..... | 2 00 5 | Box, per doz..... | 2 10 4 50 | Swedes, upholsterers', American (8 to 24 oz), 70 p.c. | |
| Christie, \$7.00 net. | | PLIERS AND NIPPERS. | | SCREENS. | | Swedes, carpet, gimp, lace brush, blued and tinned..... | 35 |
| Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent. | | Button's Genuine, per doz. pairs, dis. 37½ 40 p.c. | | Window, patent, per doz..... | 3 50 4 50 | Zinc tacks..... | 35 |
| Lightning, per doz..... | 6 50 8 40 | Button's Imitation, per doz..... | 5 00 9 00 | Door, per doz..... | 8 75 9 00 | Copper tacks and nails..... | 30 |
| Heath's, 52½ p.c. | | German, per doz..... | 0 60 2 60 | SCREW DRIVERS. | | Leather carpet tacks..... | 30 |
| LADLES. | | PLUMBS AND LEVELS. | | Sargent's per doz..... | 0 65 4 00 | Trunk nails, black and tinned..... | 65 |
| Melting, per doz..... | 1 70 4 50 | R. & L. Co., dis. 70 and 10 p.c. | | SCREWS. | | Clout nails..... | 66½ |
| LEMON SQUEEZERS. | | POPPERS. | | Wood, F. H., iron, and steel, dis. 80 & 10 p.c. and 10. | | Cigar box nails..... | 45 |
| Porcelain lined, per doz..... | 2 20 5 60 | Corn, square, per doz..... | 1 35 2 00 | Wood, R. H., " dis. 75 and 10 and 10 p.c. | | Lining nails in papers..... | 10 |
| Galvanized, "..... | 1 87 3 85 | PRUNING SHEARS. | | " F. H., brass, dis. 77½ and 10 and 10 p.c. | | " in bulk..... | 15 |
| King, wood, "..... | 2 75 2 90 | Per doz..... | 4 00 5 50 | " R. H., " dis. 72½ and 10 and 10 p.c. | | " solid heads, in bulk..... | 42½ |
| " glass, "..... | 4 00 4 50 | PULLEYS. | | Diamond point wood screw nails, bright, dis. 77½ and 20 p.c. | | Saddle nails in papers..... | 10 |
| A glass, "..... | 1 20 1 30 | Hothouse, per doz..... | 0 55 1 00 | Bench, wood, per doz..... | 3 25 4 00 | Tinned capped trunk nails..... | 15 |
| LINES. | | Axle..... | 0 22 0 33 | " iron, "..... | 4 25 5 75 | Double pointed tacks, discount 90 to 90 and 12½ p.c. | |
| Fish, per gross..... | 1 05 2 50 | Screw..... | 0 27 1 00 | SCYTHES. | | TAPE LINES. | |
| Chalk, "..... | 1 90 7 40 | Awning..... | 0 35 2 50 | Discount, 60 and 10 p.c. revised list. | | English, ass skin, per doz..... | 2 75 5 00 |
| LOCKS. | | PUMPS. | | SCYTHE SNATHS. | | English, Patent Leather..... | 5 50 9 75 |
| Canadian, dis. 50 p.c. | | Rumsey or Canadian cistern, 60 to 65 p.c. | | Canadian, dis. 40 to 45 p.c. | | Chesterman's, each..... | 0 90 2 85 |
| Russell & Erwin, per doz..... | 1 75 7 50 | Pitcher spout, 70 to 70 and 5 p.c. | | SHEARS. | | Steel, each..... | 0 80 8 00 |
| Cabinet, "..... | | Canadian cistern, 60 to 62½ p.c. from factory. | | B. & W., japanned, dis. 75 p.c. | | THERMOMETERS. | |
| Eagle, dis. 27½ p.c. | | Canadian pitcher spout, 70 to 70 and 5 p.c. from factory. | | B. & W., N.P., dis. 65 p.c. | | Tin case and dairy, dis. 75 to 75 and 10 p.c. | |
| Padlock. | | PUNCHES. | | Seymour's, dis. 60 p.c. | | THIMBLES. | |
| English and Am., per doz..... | 0 50 6 00 | Saddlers', per doz..... | 1 00 1 85 | Etna, dis. 75 to 75 and 10 p.c. | | Asbestos, filled, per doz., 35 to 40 p.c. | |
| Scandinavian, "..... | 1 00 2 40 | Conductors', N.P., per set..... | 9 00 15 00 | Heinisch, dis. 60 p.c. | | TIES. | |
| Eagle, dis. 15 to 17½ p.c. | | Tinners' solid, per set..... | 0 00 0 72 | Bristol, japanned, 80 p.c. | | Cow, per doz..... | 1 25 2 5 |
| MALLETS. | | " hollow, per inch..... | 0 00 1 00 | " N.P., dis. 70 p.c. | | TINNERS' TOOLS. | |
| Tinsmiths', per doz..... | 1 25 1 50 | PUTTY. | | Clauss, full nickel, 60 p.c. | | P. S. & W., 10 p.c. | |
| Carpenters', hickory, per doz..... | 1 25 3 75 | Bladder, per lb..... | 1 75 0 17½ | Seymour or Heinisch tailor shears, 15 p.c. | | Canadian, 35 to 37½ per cent. | |
| Lignum Vitae, per doz..... | 3 85 5 00 | Tins, lbs..... | 2 50 2 75 | SHEAVES. | | TINWARE. | |
| Caulking, each..... | 1 60 2 00 | RAIL. | | Sliding door, per set..... | 0 77 1 40 | Stamped, dis., Assn. list, 80 per cent | |
| MATTOCKS. | | Barn door, per foot..... | 0 02½ 0 02¾ | SHOVELS AND SPADES. | | Japanned, prices on application | |
| Canadian, per doz..... | 8 50 10 00 | Sliding door, "..... | 0 03¼ 0 03½ | Canadian, dis. 42½ p.c. special brands net price. | | Pieced, prices on application. | |
| American, 60 and 10 p.c. off list. | | Lanes, "..... | 0 03 0 03¼ | SIEVES. | | TRANSOM LIFTERS. | |
| MEAT CUTTERS. | | RAKES. | | Wood rim, black, per doz..... | 1 05 1 10 | Payson's, per doz..... | 2 60 |
| Enterprise, American, dis. 32½ p.c. | | Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list. | | " tinned, "..... | 1 25 1 35 | TRAPS. (Steel.) | |
| German, 15 per cent. | | Wood, 25 per cent. | | Tin rim, per doz..... | 2 30 2 45 | Game, Newhouse, dis. 40 p.c. | |
| MINCING KNIVES. | | RAZORS. | | " black, "..... | 1 8 2 25 | Game, H. & N., P. S. & W., 65 p.c. | |
| American, per doz..... | 0 42 2 35 | Geo. Butler & Co.'s, per doz..... | 8 00 18 00 | SNAPS. | | Game, steel, 72½ p.c. | |
| MOLASSES GATES. | | Boker's, "..... | 7 50 11 00 | Harness, German, dis. 35 to 37½ p.c. | | Mouse, per doz..... | 0 35 1 50 |
| Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent. | | Wade & Butcher's, "..... | 3 60 10 00 | Acme, "..... | 3 00 5 00 | Rat, per doz..... | 1 40 6 00 |
| NAILS. | | Arbenz's, "..... | 9 00 18 00 | Lock, Andrews, "..... | 4 50 11 50 | TROWELS. | |
| Cut Nails (Iron)— | | Pheile & Quack's "..... | 7 00 12 00 | SOLDERING IRONS. | | Disston's, discount 10 per cent. | |
| 1. Either Canada or American pattern— | | RAZOR STROPS. | | Per lb..... | 0 00 0 24 | German, per doz..... | 4 75 00 |
| Basis—50 to 60 dy..... | 2 30 | Currier's, per doz..... | 1 25 3 60 | WROUGHT SPIKES. | | Brade's, "..... | 5 00 10 50 |
| 40 dy..... | 2 35 | RIVETS AND BURRS. | | Discount, 25 to 30 per cent. | | TRIERS. | |
| 30 dy..... | 2 40 | 4 mos. or 3 per cent. cash 30 days | | SPOKE SHAVES. | | Butter, per doz..... | 6 25 9 00 |
| 20, 16, and 12 dy..... | 2 45 | Copper rivets, dis. 50, 10 and 5 per cent. | | Wood, English..... | 1 8 5 00 | TWINES. | |
| 10 dy..... | 2 55 | Iron " dis. 60 and 5 per cent. | | Iron, American..... | 1 35 2 35 | Bag, Russian, per lb..... | 0 21 |
| 8 and 9 dy..... | 2 70 | Tinned and black rivets, 60 and per cent. to 65 and 5. | | SPOONS AND FORKS. | | Wrapping, med, per pack..... | 0 50 0 60 |
| 6 and 7 dy..... | 2 70 | Burrs, iron or steel, 50 and 5 per cent. | | Tea spoons, per gross..... | 7 50 12 00 | Wrapping, cotton, per lb..... | 0 17 0 18 |
| 2. American pattern only— | | Terms, 4 mos. or 3 per cent. cash 30 days. | | Dessert, "..... | 21 00 00 00 | Mattress, per lb..... | 0 33 0 45 |
| From 4 to 5 dy..... | 2 90 | RIVET SETS. | | Table, "..... | 30 00 30 00 | Staging, "..... | 0 27 0 35 |
| 3 dy (lath)..... | 3 30 | Canadian, dis. 30, 35 per cent. | | Dessert Forks, "..... | 24 00 00 00 | Broom, "..... | 0 30 0 55 |
| 3. Canada pattern only— | | ROPE. | | Medium "..... | 27 00 00 00 | VICES. | |
| From 4 to 5 dy..... | 2 70 | Sisal..... | | Table "..... | 36 00 00 00 | Hand, per doz..... | 4 00 6 00 |
| 3 dy (lath)..... | 3 20 | Manilla..... | | SQUARES. | | Bench, parallel, each..... | 2 00 4 50 |
| 3 dy, A.P. fine..... | 3 90 | 7-16 in. and larger, per lb. 6¼..... | 00 8½ | Iron, per doz..... | 1 65 2 90 | Coach, each..... | 6 00 7 00 |
| Car lots 10c. less. | | ¼, 5-16, ¾ in..... | 00 9 | Steel, dis. 70 per cent., revised list. | | Peter Wright's, per b..... | 0 12 0 13 |
| Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs. | | Cotton..... | 15 17 | Try and bevel, dis. 50 to 52½ p.c. | | Pipe, each..... | 5 50 9 00 |
| Wire Nails, 75 and 10 per cent. 3 per cent. cash delivered in lots of 10 kegs or more | | Russia Deep Sea..... | 00 13 | STAPLES. | | Saw, per doz..... | 6 50 13 |
| Brads and moulding nails, 70 and 12½ p.c. from new list, and in 1-lb. papers 75 per cent | | Jute..... | 6¾ 7½ | Fence, galvanized..... | 2 85 3 10 | WASHER CUTTERS. | |
| NAIL PULLERS. | | RULES. | | Wrought iron, dis. 80 to 82½ p.c. | | Per doz..... | 4 00 |
| German and American..... | 1 85 3 50 | Boxwood, dis. 80 and 5 to 10 p.c. | | STOCKS AND DIES. | | Washers "Iron," 40 per cent., 4 month per cent. | |
| NAIL SETS. | | Ivory, dis. 37½ to 40 p.c. | | American, dis. 25 p.c. | | WELL WHEELS. | |
| Square, round, and octagon, per gross..... | 3 38 4 00 | SAD IRONS. | | STOVE POLISH | | Amer., per doz., 8, 10 and 12 inch..... | 3 38 |
| Diamond..... | 12 00 15 00 | Mrs. Potts, per set..... | 0 60 1 00 | STOVE PIPE | | WIRE. | |
| NETTING. | | " N.P., per set..... | 90 | Varnish..... | 9 00 2 50 90 | Brass Wire, 16 to 25 wire gauge, 12½ p.c. | |
| Poultry, 65 and 10 to 70 per cent. | | SAD HEATERS. | | Scientific Stove Paste (5 lb. pails) 60c. each..... | 6 00 | Copper Wire, 12½ p.c. rev. list discount. | |
| OIL. | | Dome, Shepard's, per doz..... | 4 75 5 00 | Scientific Furniture Polish..... | 12 00 1 25 | Annealed, annealed and oiled, galvanized 20 per cent. discount. | |
| Canada refined oil (Toronto)..... | 0 16 0 16½ | SAND AND EMERY PAPER. | | Scientific Carriage Top Dressing, ½ pints..... | 2 00 | [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.] | |
| Carbon safety "..... | 0 18 0 50 | B. & A. sand, 40 and 5 to 45 per cent. | | Scientific Carriage Top Dressing, pints..... | 3 50 | Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton. | |
| Canada w. w. "..... | 0 18 0 00 | Emery, per quire..... | 0 55 0 90 | Scientific Enamel Paints..... | 1 50 | Broom Wire, per lb..... | 0 05½ 0 06 |
| American w. w. "..... | 0 00 0 21 | SASH CORD. | | Scientific Stove Enamel..... | 7 50 2 00 75 | Clothes Line Wire, 19 gauge, per doz. coils..... | 2 75 3 00 |
| Pratt's Astral..... | 0 00 0 22 | Per lb..... | 0 22 50 | STONE. | | WIRE FENCING. | |
| OILERS. | | SASH LOCKS. | | Washita, per lb..... | 0 28 0 60 | Galvanized, 2 barb, 2½ and 5 inches apart..... | 2 85 3 00 |
| McClary's galvan. iron oil can, with pump, per doz..... | 0 00 19 50 | Triumph and Morris, dis. 37½, 40 percent. | | Hindustan, "..... | 0 06 0 07 | Galvanized, 4 barb, 4 and 6 inches apart..... | 2 85 3 00 |
| Zinc and tin, dis. 50, 50 and 10. | | Kempshell's, dis. 40, 62½ per cent. | | slips, per lb..... | 0 00 0 13 | Galvanized, plain twist, all delv'd..... | 2 85 3 00 |
| Copper, per doz..... | 1 25 3 50 | Canadian, dis. 45, 50 per cent. | | Labrador, "..... | 0 00 0 15 | Plain twist..... | 2 85 3 00 |
| Brass, "..... | 1 50 3 50 | SASH WEIGHTS. | | Turkey, "..... | 0 00 0 50 | Steel Staples..... | 2 85 3 00 |
| Malleable, dis. 25 per cent. | | Sectional, per 100 lbs..... | 1 40 1 50 | Arkansas, "..... | 0 00 1 50 | Terms, 60 days, or 2 per cent. in 30 days | |
| PAIS. | | Solid, "..... | 1 25 | Water-of-Ayr "..... | 0 00 1 10 | Freight prepaid of 1,000 lbs. or over | |
| Galvanized, per doz..... | 2 25 3 30 | SAWS. | | Scythe, per gross..... | 15 50 5 00 | WIRE CLOTH. | |
| PENCILS. | | Crosscut, McMillan & Haynes, per dozen..... | 0 40 0 70 | Grind. per ton..... | 3 50 18 00 | Ordinary, discount 25 per cent. | |
| Dixon's, per gross..... | 1 00 4 25 | "Empire," McMillan & Haynes, per ft..... | 0 00 0 70 | TACKS, BRADS, ETC. | | Painted Screen, per 100 sq. ft. 1 50 | |
| " Carpenter..... | 2 25 3 60 | Hand, Disston's, dis. 12½ to 15 p.c. | | Cheese-box tacks, blue, 70 p.c. | | WRENCHES. | |
| PICKS. | | S. & D., 40 to 40 and 10 per cent. | | Trunk tacks, black, 70 p.c. | | Acme, 35 to 37½ per cent. | |
| Per doz..... | 6 00 9 00 | Crosscut, Disston's, per ft..... | 0 35 0 55 | " tinned, 70 p.c. | | Agricultural, 70 and 10 to 75 per cent. | |
| PICTURE NAILS. | | S. & D., dis. 35 p.c. on Nos. 2 and 3. | | B.B.B. iron carpet, tinned, 70 p.c. | | Standard, dis. 60, 60 and 10 per cent. | |
| Porcelain head, per gross..... | 1 65 3 00 | Hack, complete, each..... | 0 75 2 75 | B.B.B. iron carpet, bright or blued (in kegs)..... | 30 | Coe's Genuine, dis. 30 to 32½ p.c. | |
| Brass head, "..... | 0 40 1 00 | frame only..... | 0 00 0 75 | B.B.B. iron carpet, tinned (in kegs)..... | 30 | Diamond, dis. 33½ to 35 per cent. | |
| PLANES. | | SAW SETS. | | " " (in dozens, 1 to 6 oz.)..... | 45 | Towers' Engineer, each..... | 2 00 3 |
| Wood, bench, Canadian dis. 60 per cent., American dis. 55. | | "Lincoln," McMillan & Haynes, per doz..... | 0 00 7 50 | " " (in dozens, 8 to 24 oz.)..... | 30 | " S. per doz..... | 5 80 7 00 |
| Wood, fancy Canadian or American, 37½ to 40 per cent. | | Whiting..... | 6 87 7 00 | " " ¼ weights..... | 40 | G. & K.'s Pipe, per doz..... | 6 00 |
| Bailey's (Stan. R. & L. Co.), 50 per cent. | | SCALES. | | " tinned..... | 45 | Burrell's Pipe, each..... | 3 40 |
| Miscellaneous, dis. 25 per cent. | | Gurney Scales, 50 p.c. | | Swedes, cut tacks, genuine, blued and tinned..... | 52½ | Pocket, per doz..... | |
| Bailey's Victor, 25 per cent. | | B. S. & M. Scales, 50 p.c. | | Swedes, upholsterers', genuine..... | 50 | | |
| | | Champion, 60 per cent. | | | | | |



INSIST ON GETTING

"BLUE HOOP"

THEY ARE THE BEST



BEWARE OF IMITATIONS.

"We Are the People"

Who make the Celebrated

"BLUE HOOP"

HORSE SHOES

CUT NAILS

WIRE NAILS

SPIKES, ETC.

The Pillow & Hersey Mfg. Co.
MONTREAL Limited

WRAPPING PAPERS

Made to wear

Made with care

Hard to tear

The kind of paper required by the Hardware Trade

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria and Vancouver; John Cowan, St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CAN.

E-t. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LTD.

61-63 FRONT ST. WEST, TORONTO.

Headquarters for . . Paints and Varnishes

: : : WE MANUFACTURE : : :

Bath Enamels.
Bicycle Enamels.
Blackboard Paint.
Boat Varnishes.
Bridge Paint.
Colors, Dry.
Colors in Oil.
Colors in Japan.
Colors in Water.
Colors, Liquid.
Copper Paint.
Carriage Top Dressing.
Dipping Paints.
Dry Colors.
Dryers, Electric.

Dryers, Patent.
Enamels.
Fillers, Dry, Paste and Liquid.
Floor Paints.
Gold Paint.
Graining Colors.
Ground Colors.
Japans, Baking.
Japans, Black.
Japans, Radiator.
Lakes.
Lacquers.
Mixed Paints.
Ochres.
Oxides.

Oil Stains.
Paint Reducers.
Priming Paints.
Putty.
Roofing Paints.
Rough Stuff.
Shade Makers' Colors.
Shellacs.
Umbers.
Varnishes, Agricultural.
Varnishes, Boat.
Varnishes, Carriage.
Varnishes, Damar.
Varnishes Finishing.
Varnishes, Harness.

Varnishes, Leather.
Varnishes, Piano.
Varnishes, Rubbing.
Varnishes, Polishing.
Varnishes, Reed.
Varnish and Stain (Combined).
Varnish Reducers.
Vermilions, Dry.
Vermilions in Oil.
White Lead.
Water Stains.
Wall Finish.
Yellows, Dry.
Yellows in Oil.

If fact, **EVERYTHING** the painter uses, from the Dry Color to the finishing coat of Varnish, therefore we cannot be deceived by adulterations, and we know "where we are at" when we make claims for our productions.

The James Robertson Co. Ltd., 263-285 King Street West, Toronto

Telephones 819 and 1511.

